HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Bldg. London, Eng.: 88 Fleet St., E.C.
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VOL. XXI. PUBLICATION OFFICE: TORONTO, SEPTEMBER 18, 1909 NO. 38.

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS

For Sale by leading Wholesale Hardware Houses

For Fifty Years

"QUEEN'S HEAD" GALVANIZED IRON

CANADA

has been the STANDARD of the WORLD.

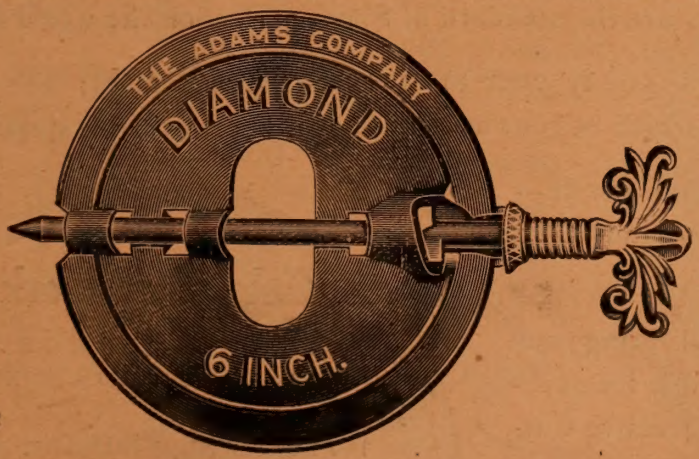
John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd
Montreal
Managers Canadian Branch

Strongly Made
IN FOUR SIZES

All Metal Stems

Canadian Manufacture



Easily Inserted
IN ANY PIPE

A Profitable and Rapid-Selling Line

Send for Prices

THE 1909
DIAMOND STOVE PIPE DAMPER

Taylor-Forbes Co., Limited
Head Office and Works:
Guelph : Ontario

TAYLOR-FORBES CO., Limited 122 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS' AGENCY, London, England

Don't Wait for Something to Turn Up. Try a "WANT AD."

WATCH THE PAPERS

For advertisements as shown herewith

WISS Shears and Scissors advertisements will appear in the best daily and weekly newspapers published in Canada. Thousands of people will read about Wiss Shears and will make their purchases from dealers who display Wiss cutlery.

Attractive Window and Store display material given free to Wiss dealers.

Wiss Shears and Scissors cost no more than the ordinary kind of the same general appearance---but they are the standard of Shear perfection the world over.

Wiss Shears will satisfy your most exacting customers; they are covered by our absolute guarantee---which is your assurance of highest possible quality.

We give you good goods---at reasonable prices---and then help you sell them.

Your postal will bring our Latest Catalogue and a lot of information about Progressive Cutlery Selling.

Address Department H.

J. Wiss & Sons Co.

Newark, N.J., U.S.A.

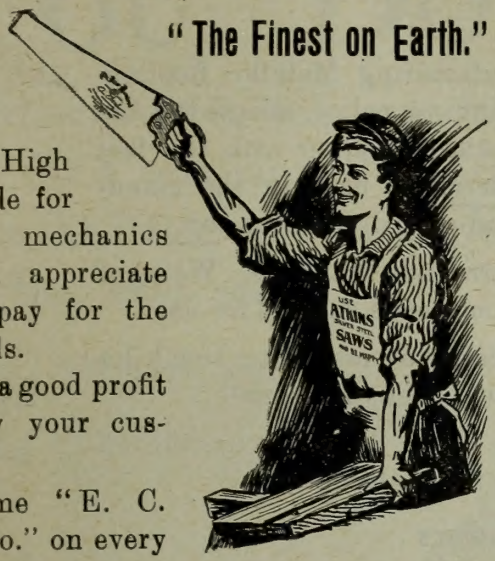
Manufacturers of High-Grade Shears, Scissors Tinners' Snips, Pruners, Razors and Cutlery.

Established 1848.

ATKINS SAWS

Made in Canada.

"The Finest on Earth."



Strictly High Grade. Made for the best mechanics who want, appreciate and will pay for the Finest Tools.
They bring a good profit and satisfy your customer.

The name "E. C. Atkins & Co." on every blade.

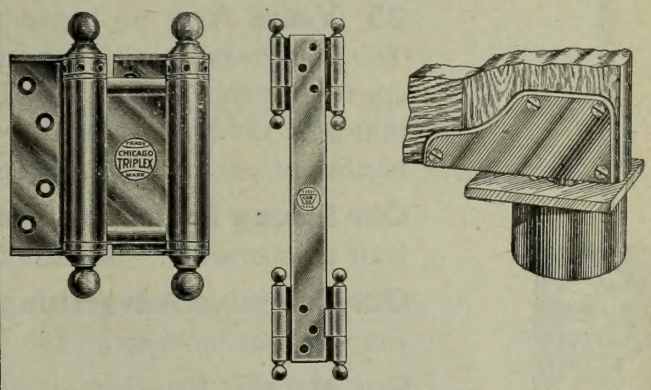
E. C. ATKINS & CO., Ltd.

Hamilton, - Ont.

Home Office and Factory, Indianapolis, Indiana, U.S.A.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

TRADE CSB CO MARK

Chicago Spring Butt Company,

CHICAGO NEW YORK

Send for Catalogue M 26

ICE CREAM FREEZERS THAT SELL

THEY ARE
Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

THEY EXCEL IN
Easy Running
Quick Freezing
Economy
Convenience
Practical Results

"BLIZZARD"

"GEM"

"LIGHTNING"

THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers

SEND FOR CATALOGUES

NORTH BROS. MFG. CO., - Philadelphia, Pa., U.S.A.

Dealers, Take Notice!

25 Years Ago we began manufacturing Metallic Roofing. The first years were trying ones, but our policy, adopted at the start—PROTECTION TO THE DEALERS—together with the fact that only the highest quality material is used in the manufacture of our roofing, won out, and placed us at the top.

Our Strong Protection Wall surrounds the trade. We want your co-operation. Success for you means success for us.

Our Extensive Advertising creates a market. Don't let your competitor reap all the benefit. Get your share.

Our Metallic Roofing stands the test. 25 years has proved it. Send us measurements and get our estimates.

Manufacturers

The Metallic Roofing Co Limited

TORONTO & WINNIPEG

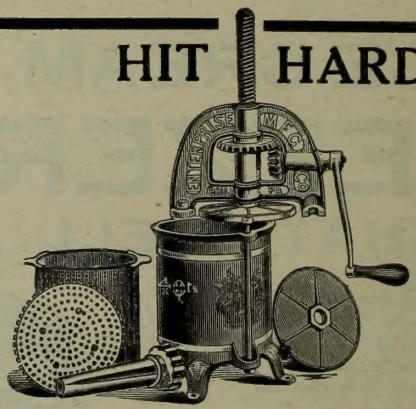
AIM SURE

Will you be ready for "Sausage Days?"

Will you have in stock the two machines sausage makers consider indispensable?

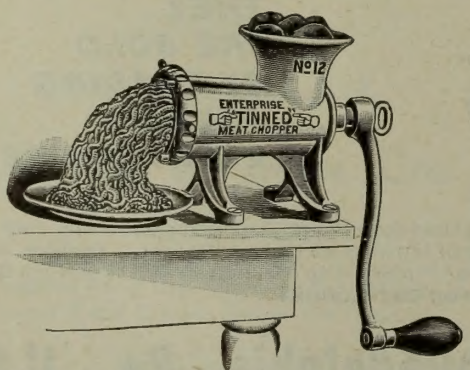
Folks who know—and most folks do—will ask for and insist upon

HIT HARD



"ENTERPRISE"

Meat and Food Choppers



Sausage Stuffers, Lard and Fruit Presses

Mechanism simple—durable—and graceful. One chops the meat, leaving no lumps, no particles uncut. The other stuffs the sausage smoothly—without air bubbles.

Get ready now while there is time.
Aim Sure—Hit Hard

An attractive sign and a liberal supply of advertising matter will be sent upon request to every dealer.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York 438 Market Street, San Francisco

YOU DON'T NEED

an advertisement to tell you that trade conditions are improving. We look for a very large Fall Trade, and we are also making big preparations for 1910, as we believe it will be the most prosperous that Canada has ever seen.

Our Salesmen are soliciting Orders for a lot of Spring Lines, and Our Advice to you is to make your Purchases as quickly as possible.

The Demand will be heavy, Goods will be scarce, and Prices will be much higher.

If you are in need of Goods now and cannot wait for Our Salesman, send us your order by Mail.

We will ship it quickly, fill it as complete as possible, and charge you reasonable Prices.

In this building we are equipped to handle your business promptly. We built it for that purpose,

LEWIS BROS., LIMITED

Address all correspondence to **MONTREAL**

Toronto Ottawa Calgary Vancouver

SOMETHING NEW

F. & W. CROWN AXES

SOLID STEEL **GUNMETAL** **BEST ON THE MARKET**

SELL THE BEST **GOOD MONEY MAKERS**

These two new axes are by far the best on the market and are fully warranted.

Place

Your Order for Axes

Now

With Us

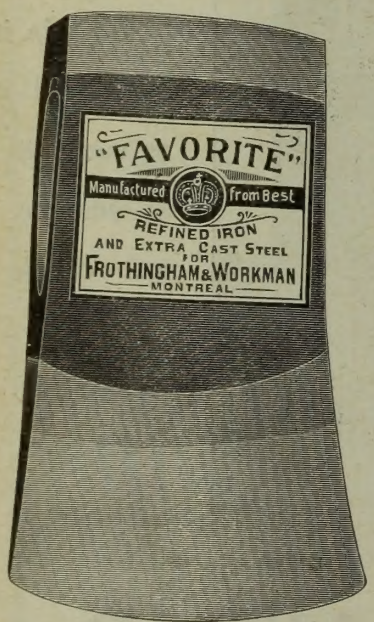
Large Stock **Best Prices**

F. & W. Crown
Solid Steel

F. & W. Crown
Gunmetal

"FAVORITE"

Best Low Price Axe on the market.



"Favorite"

"Black Champion"

Good quality, medium price. One of the best sellers on the market.

"Black Champion"

Send us a Trial Order.

Ship Promptly.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

Look! In Demand.

Eley's Loaded Shells, Black and Smokeless.
American "Dead Shot" Powders.
Dupont Bulk Smokeless Powder.

SEND US YOUR ORDERS.

You can get anything we have very quickly if you just send us a letter or post card. Our stock of Shot Guns, Rifles and American and Dominion Cartridges is well assorted, besides we carry a large stock of Sportsman's Accessories, Reloading Tools, Gun Grease, Gun Oil, Cartridge Belts, Game Bags, etc.

Just Think Two Days Ahead

and when your customer comes in **you** will get the sale. Tell him about the Stevens new "Demi Bloc" System Pattern Double Barrel Shot Guns. See our September Bulletin on page four.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

OUR PRICES ARE RIGHT **TORONTO** WE SHIP PROMPTLY

GRAHAM NAILS ARE THE BEST

DISSTON

SAWS, TOOLS AND FILES

MADE
SOLD
USED **On Merit**

AND THE CONFIDENCE PLACED IN THE QUALITY AND EFFICIENCY OF THE

DISSTON BRAND

SHALL BE AS WELL-DESERVED IN THE FUTURE AS IT HAS BEEN DURING THE PAST

SIXTY-NINE YEARS

HENRY DISSTON & SONS

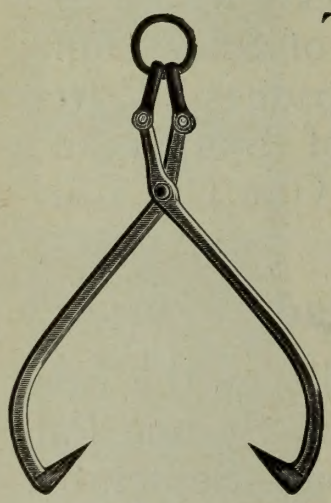
INCORPORATED

Keystone Saw, Tool, Steel and File Works PHILADELPHIA, PA.

CANADIAN WORKS: 112 Adelaide St. East, Toronto, Canada

BE READY

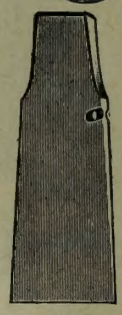
TO SUPPLY THE LOGGERS



Large stocks on hand and prompt shipment guaranteed.

Camps will be started soon and Logging jobbers are always in a hurry for supplies, such as:—

Cant Hook Stocks
Loading Blocks
Skidding Tongs
Saw Wedges
Cant Hook Steel,
Etc.



Canadian Logging Tool Company, Limited

SAULT STE. MARIE - - - ONTARIO

LAST OPPORTUNITY

FOR

Swiss Vetterli

13 Shot Repeating Rifles

The Canadian Government have passed an Order in Council prohibiting the importation of Military Rifles, so that further supplies cannot be had.

We have only 500 left out of the several thousand that we imported last fall.

The action is the reliable Bolt Type, which works quickly and smoothly. The barrel is rifled, and is sighted for long range. Magazine holds 12 cartridges, 41 calibre, in magazine, and one in barrel.

PRICE

$3.25 each, in case lots of 20, no charge for package. Less than case lots, $3.75 each, package extra. F.O.B. Montreal.

ORDERS will be filled in Rotation.

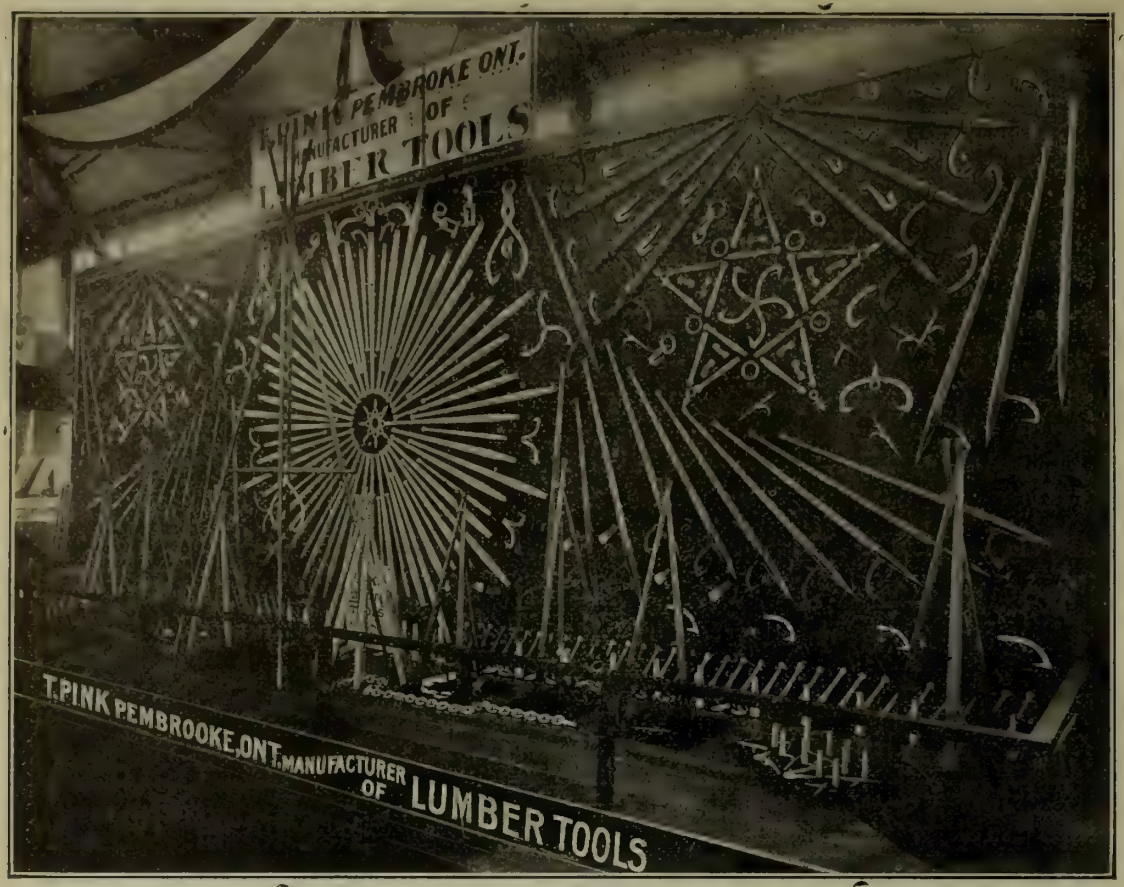
Full Stock of Swiss Ammunition always on hand.

FALL CATALOGUE
GUNS, RIFLES, AMMUNITION
AND OTHER SPORTING GOODS

TO BE HAD ON APPLICATION

Caverhill Learmont & Co

Montreal and Winnipeg



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

METALS

Iron and Steel

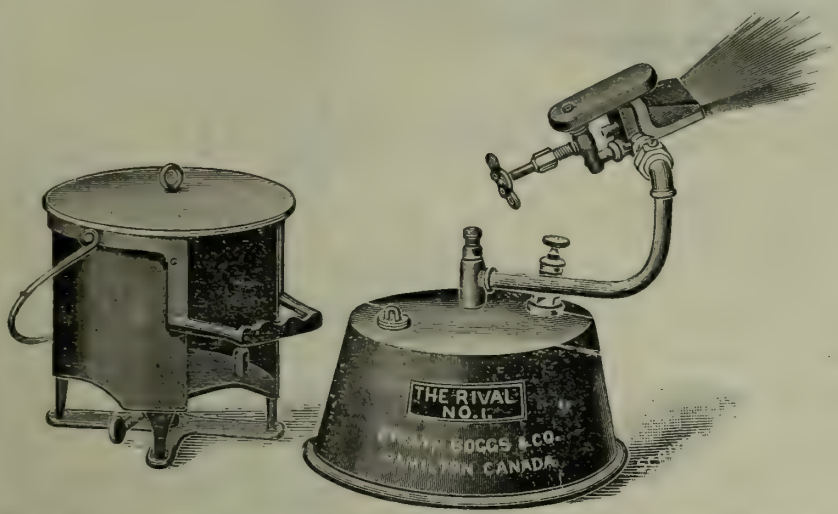
M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

HEAT THOSE IRONS

WITH A B.B. & CO. RIVAL GASOLINE FIREPOT



NONE BETTER
ONE SIMPLER
ONE CHEAPER

IT IS STRONG AND DURABLE—IT CAN BE USED AS A PAINT BURNER

The parts are all interchangeable and can be renewed at small cost

Manufactured by the

BROWN, BOGGS CO., Hamilton, Ont.

LIMITED

TINSMITHS' TOOLS PRESSES and DIES CANNING MACHINERY

With Your Next Lantern Order

Tell Your Shipper to include some

"AUTO"

LANTERN GLOBES

Circulars and prices mailed by the makers

The Schultz Mfg. Co., Ltd., Hamilton, Can.

A. H. Brittain & Co., Agents, Montreal

Crescent Brand

Registered

IMPORTANT ANNOUNCEMENT

There is a gradual rise taking place in the value of all commodities.

Deliveries of raw material are not so prompt as they have been.

Good buyers seem to have come to the conclusion that it is good business to anticipate their wants some time into the future.

Authorties have recently expressed their opinion that the balance of this year and next year will be the busiest in the history of Canada.

Only a short time ago it was necessary for buyers to look ahead and anticipate their wants for six months.

PRICES TO-DAY ARE AT THE BOTTOM

There will be a wonderful revival in most all lines of business — none more so than in Steel and Iron Hardware.

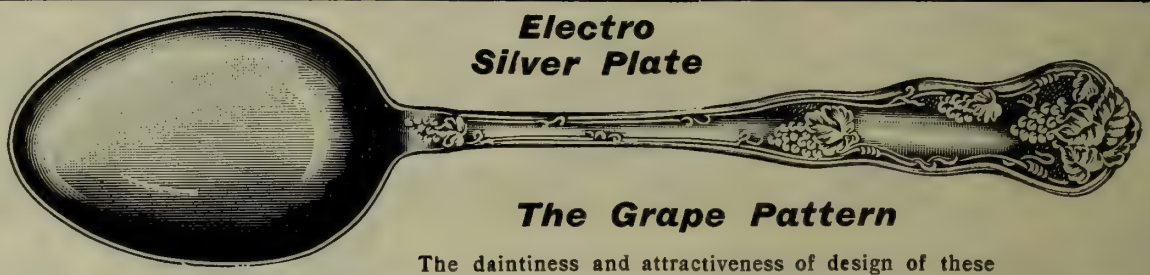
We have backed up our belief in an increasing business by building large additions to our plant, installing modern machinery, making large purchases of raw material, and recommend that our **customers buy promptly and liberally** to insure prompt delivery when the rush season opens.

Of course you will want the best; so order Hinges, Butts, Plated Butts, Brackets, etc., etc., from us.

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, ONTARIO

Electro Silver Plate



The Grape Pattern

The daintiness and attractiveness of design of these spoons have made them prime favourites, and they are proving ready sellers. Let us send you our Catalogue of the many artistic lines we manufacture. Every dealer is authorised to make good our guarantee.

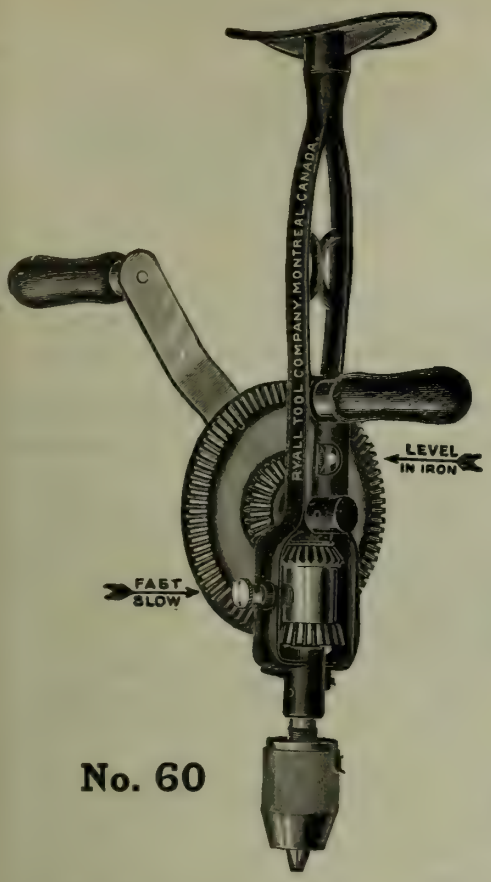
The McGLASHAN CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont. DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch



No. 60

No. 60 Breast Drill

Mauufactured by

Ryall Tool Company, Montreal, Canada

RYALL TOOL CO. Breast Drill is carefully designed and proportioned, durable, easy working and strong.

FRAME—Finished in black and yellow enamel.

HANDLE—Polished Hardwood.

BREAST PLATE—Adjustable to any position.

GEARS—All gear teeth cut from solid metal, and the small pinions from rolled steel bars. Double gears equalize the bearing.

CHUCK—Nickel-plated, three-jawed chuck with knurled sleeve, holding round straight shank drills No. O-½ in. in diameter.

LEVEL—Is set in perfect alignment with the chuck and handle, which enables the drill to be held true. It is set in solid iron where it can be seen while in use, and is protected from all but intentional injury.

SPEEDS—Two speeds, one approximately three times faster than the other readily changed to fast or slow by turning the knurled nut on the frame marked "F" and "S", at the same time turning the large gear slowly so the clutch may drop in.

SPINDLE—Runs in case-hardened, anti-friction cone bearing.

Length:—16 inches over all. Weight:- 61 lbs. per doz.
Packed one drill only in a linen reinforced cardboard box.

Write for catalogue

Decatur, Bull & Co.

Selling Agents MONTREAL, CANADA

OUR NEW CATALOGUE

No. 71

TRADE W B MARK

Is just off the Press.

TRADE W&B MARK

It lists our complete line and if you have not received a copy write for one to-day.

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

Will you partner with us

in STRUCTURAL STEEL? It is being used more every day in the construction of every class of building, and you are already acquainted with the contractors and builders in your district. GET AFTER THEM. Find what their requirements are. We will quote you close prices, assist you, and protect you every way in our power.

WRITE US.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

Stop the Leaks

The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

An outstanding and exclusive feature of the

Dillon Hinge Stay Fence

is that the stays can not be broken down, the hinge relieving any strain on the strand wires. This is why the fence always stays upright and never sags. It is no dearer than inferior fences. Write for catalogue to

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Metal Side Walls

Every public building in your town should have metal ceilings and side walls. It is our fault and yours, if they haven't. Let's get after them. Send us the names of people in your town who might be interested in sheet metal interior decorations, and we'll stir them up in your behalf.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

Annealed Hay Baling Wire

supplied in lengths, cut and straightened any size

and

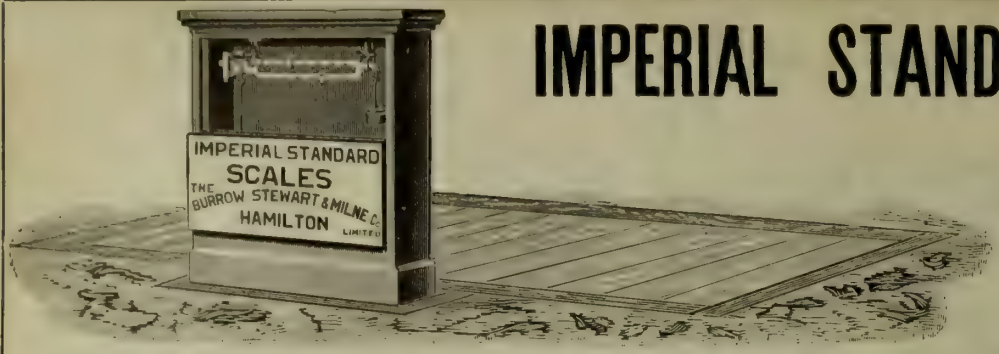
Single Hoop Bale Ties

ALSO

Wire Nails, Wood Screws, Bright Wire Goods

Specify for "Dominion" Goods—Quality Guaranteed

Dominion Wire Manufacturing Co., Ltd., Montreal



IMPERIAL STANDARD SCALES

Capacity, 3 to 15 Tons

For weighing Live Stock and Wagon Loads of Hay, Coal, Sand, Grain or other material.

Accurate **Durable**

WRITE FOR PRICES

Single Beam, Double Beam Compound Beam

The Burrow, Stewart & Milne Co., Ltd., - Hamilton, Ont.

Registered Trade Mark

THE PATENT "DREADNOUGHT" MILLING FILE

Will make a surface on Steel, Brass or anything, that it looks as if it were burnished, after cutting so rapidly that it will astonish you, on Steel or Cast Iron, and then again on Brass or Bronze without apparent loss of cutting quality. This will make you think. It made the British Government think, it made the Krupp Co. think. Made them think that it would pay to use the Dreadnought in every department, and now that they are using them extensively, their "Think" has turned to a certainty, that it does pay to use the Dreadnought, and in our own CANADA they are rapidly being adopted by the largest consumers.

JUST THINK:—This file CAN BE RE-SHARPENED MANY TIMES, without drawing the temper, thus making it "absolutely the cheapest file that can be procured anywhere."

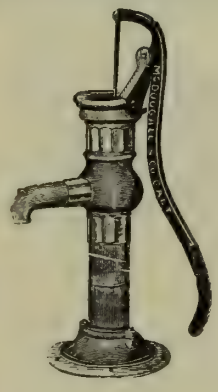
JUST THINK:—If you try a sample order and are not perfectly satisfied with the goods, you may return them. We want your business and are determined to satisfy you, if you but give us the chance.

Write for Price List and Catalogue to the nearest agent.

The J. H. Hanson Tilley Co., Ltd, Mfrs., 422-424 St. Paul St., MONTREAL, P.Q.

FACTORY, 65 Dalhousie St.

AGENTS { Halifax, N.S.—Austen Bros.
London, Ont.—London Engine Supplies Co., Ltd., Richmond St.
St. John, N.B.—The Jas. Robertson Co., Ltd.
Winnipeg, Man.—Bissett & Loucks, Limited
Vancouver, B.C.—H. M. Flock & Co., Crown Bldgs.



Mistakes. Oh, yes! We make them, but we try very hard not to make the same mistake twice. You may have been offering your customers another make of pumps and we suggest that you get right by adopting

McDOUGALL PUMPS

which are Standard Pumps, and you will prevent that repetition of mistake.

Our Catalogue explains

The R. McDOUGALL CO.

LIMITED

Galt, Canada

The **AYLMER**

Double Cylinder Double Acting Hand

Force Pump

only pump made that has no leather or rubber valves and requires no packing of any kind.

This pump has two individual cylinders working alternately and therefore throws a continuous stream and makes a wonderful hand force pump for all purposes.

All lines of Pumps and Scales always in stock.

Write for Catalogue and Prices.

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:

THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

YOU SELL BEST
IF YOU BUY BEST

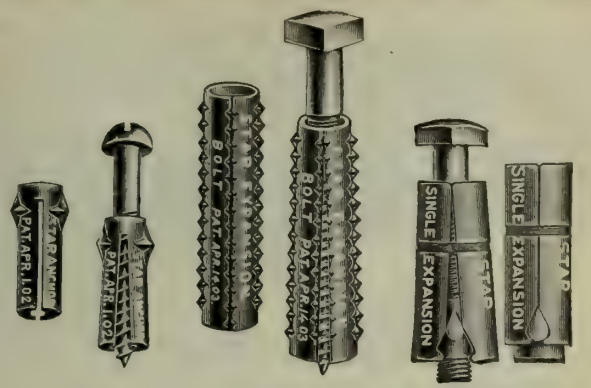
THE BEST Amateurs' Tools
of every description are manufactured by
The Famous British Firm

HOBBIES, LIMITED
DEREHAM, (Eng.)

THE SUN NEVER SETS ON
HOBBIES' RENOWNED FRETSAWS,
MACHINES and ACCESSORIES.

YOU ARE SURE TO BE ASKED FOR THESE GOODS.

SEND YOUR ENQUIRY TO-DAY.



Star Screw Anchor.
Soft Lead Composition. 18 different sizes. Fit Screws, Nos. 5—24.

Lag or Coach Screw Type.
Either Mal. Iron or Soft Lead Composition. Sizes: ¼-in to 1½-in.

Single Machine Bolt Type
Either Mal. Iron or Brass Sizes range from 3/16 to 2-in. diam.

THREE STANDARD TYPES

Which are mighty popular amongst Contractors, Builders, Electricians, Plumbers, Ironworkers, and such like, are shown above.

Star Expansion Bolts

Are the kind you see advertised. They are the kind you read about as being used on the big jobs. They are the kind your trade ask for. They are the kind for you to carry.

Let us send you Samples and Prices.

Star Expansion Bolt Co., 147 Cedar St., NEW YORK.

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

AT THIS SEASON THERE IS ALWAYS A GOOD DEMAND FOR

BRUSHES

FOR HOUSECLEANING PURPOSES

We make a specialty of this class of goods—and have the largest range in Canada to choose from. You will also find our goods of SUPERIOR QUALITY AND FINISH —AND VALUES UNEQUALLED Place your order now for the Keystone Brand

Manufactured by

STEVENS-HEPNER CO.
LIMITED

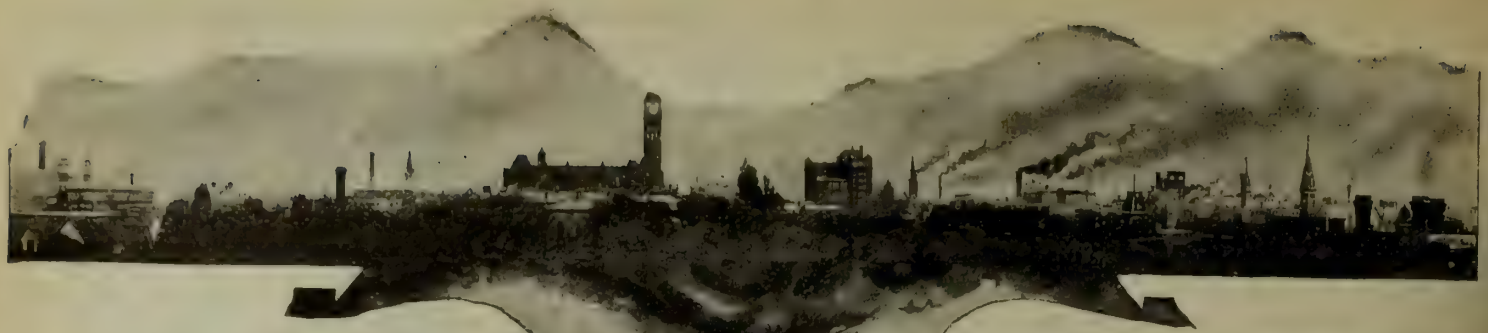
PORT ELGIN, - ONTARIO

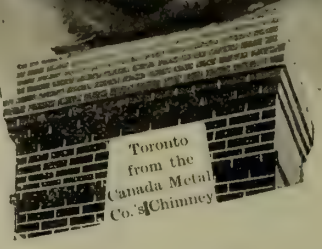
Get a **STANDARD** Horizontal **BRADLEY STENCIL MACHINE** and you will have a Machine **BUILT FOR HARD USAGE,** Rapid and **EASY** to **OPERATE.**

HAMILTON STAMP & STENCIL WORKS, Ltd.

SOLE AGENTS FOR CANADA

HAMILTON, - ONTARIO





Sell HARRIS Heavy Pressure Bearing Metal and please your customers.

This metal is a Hardware Babbit. It sells at a moderate price.

REPEAT ORDERS THAT'S WHAT PAYS

Our goods *Bring and Keep* customers. Have you a stock? Our goods are known and asked for, they are the best, not because we say so but because we have the proof, and that's *Repeat Orders.*

THIS SOLDER

The Best Known and Made. It is Satisfaction in solder. The Quality is the best.

The Canada Metal Co., Limited

Toronto

BUTLER'S

FAMOUS

Sheffield Cutlery

AND

Electro-plate

CABINETS AND CASES OF CUTLERY AND PLATE.
PRESENTATION OUTFITS—PRIZES FOR SPORTS.
SPOONS AND FORKS; FISH AND DESSERT SETS.

"BUTLER" was Reg'd a Trade Mark A.D. 1768

Sole Makers of — Butler's "KEEN" Razors, "Cavendish" Brand of Table Knives, Carvers and Plate. — REGISTERED

HIGHEST AWARDS SPECIAL MENTION

George Butler & Co.'s

LONDON SHOWROOM:
62 HOLBORN VIADUCT, E.C.
(OVER SNOW HILL STATION)

MANUFACTORY:
Trinity Works, SHEFFIELD, England

The Meaford Wheelbarrow Co.,

MEAFORD Limited ONTARIO

Manufacturers of

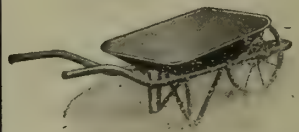
WHEELBARROWS—both Steel and Wooden, all styles: also the *Sterling* line of Roller Bearing Easy Pushing Wheelbarrows and Concrete Carts.

TRUCKS of every description both in two and four wheeled.

DRAG SCRAPERS (Pressed Steel) **WHEEL SCRAPERS** (Pressed Bowl and Square Box).

PROMPT SHIPMENT.
RIGHT PRICES
GOOD GOODS.

SELLING AGENTS:
Alexander Gibb, Montreal
Bissett & Loucks, Limited, Winnipeg
John Burns, Vancouver



Simonds' "Crescent Ground" Cross-Cut Saws

The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**

"Give Us a Taste of Your Quality"

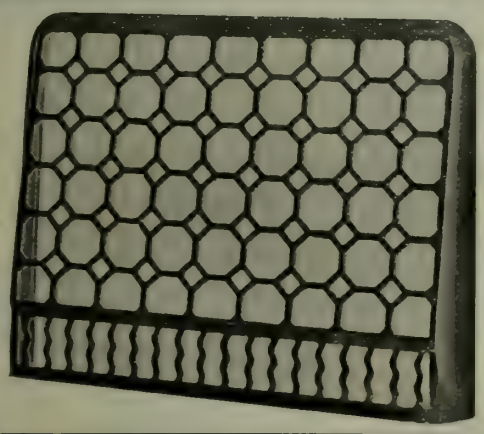
Quality, and the best quality at that, is the outstanding feature of all the

BROOMS, BRUSHES AND WOODENWARE

MANUFACTURED BY

Thomas Bryan, Limited, London, Canada

*Western Representatives:—**WINNIPEG PAINT and GLASS CO., Ltd., Winnipeg, Calgary and Edmonton***



Results are what tell.

The accompanying cut illustrates a new, attractive and artistically designed COLD AIR INLET to match our side-wall register.

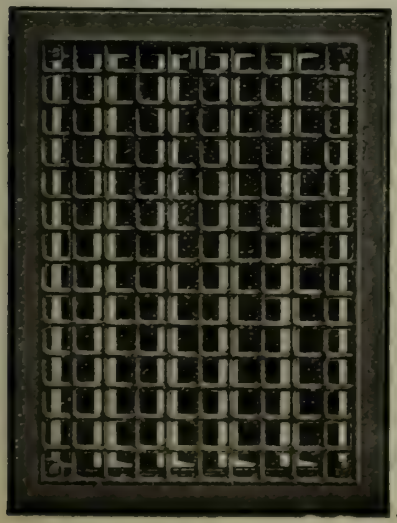
The results obtained from the installation of the

"DOMINION"
COLD AIR INLET

are completely satisfactory, its effectiveness being unequalled.

SEND FOR QUOTATION.

Manufactured by **A. Welch & Son** *TORONTO Canada*



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY Co.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. Office: CHICAGO, ILL

The FAMOUS OIL HEATES

¶ The public undoubtedly realize the usefulness of some style of heater which they can quickly and conveniently fire up these chilly evenings.

¶ The ordinary oil heater that is placed in the market is an odorous, foul-smelling article.

¶ Why not purchase an oil heater that is guaranteed and that you can rely on?

¶ We have manufactured Oil Heaters for ten years past and are now in a position to supply the best in that line that may be required.

London, Toronto, Winnipeg, Vancouver,

McCLARY'S

Hamilton, Montreal, St. John, N. B. Calgary.

SEASONABLE LINES

Fig. 395

WATER COOLERS

Nicely Japanned in Fancy Colors
and
Attractively Ornamented.

Nickel Plated Tap.

Made in Six Sizes.

2, 3, 4, 6, 10, 15 galls.

Can also be supplied with
Excellent Carbon Filters
in four sizes only
3, 4, 6, 10 galls.

WATERING POTS

Fig. 397
Japanned in Bright Green and fitted with Patent Rose.
7 Sizes—Quarts: 1, 2, 3, 6, 10, 14, 16

GALVANIZED
Strong and made to last.
3 Sizes—Quarts: 10, 16, 20.

WRITE FOR PRICES

THE THOS. DAVIDSON MANUFACTURING CO. LIMITED

MONTREAL and WINNIPEG

GARNET "GOOD CHEER" RANGES

with 20-inch oven and 4 or 6 hole top

This is the range for farm or city trade

All cast linings.

Duplex grates.

No back grate rest to warp or burn out.

Fireback well ventilated and long lasting.

Key-plate top with lever lift.

Nickel all removable.

Handsome design and best finish.

Works to perfection.

Price right.

We also have the smaller size (No. 9-18) which has firmly established itself in public favor during the past two years.

Let Us Hear From You

The James Stewart Manufacturing Company, Ltd.

Woodstock, Ontario

Western Warehouse: 132-4 Portage Ave. East, Winnipeg, Manitoba

"Jewel" Stoves and Ranges

Grand Jewel Heater

The Grand Jewel Heater met with such a ready sale last year that we could not fill all our orders.

This year we have a very large stock of them in our warehouse and are prepared to ship promptly.

Dealers who handled this stove last year know what a quick seller it was and are doubling their orders for 1909. If you have not already ordered, better do so now and clinch your share of the Fall Heating Stove Trade.

Made in three sizes, Nos. 13, 15 and 17. No. 15 supplied with Oven. Feed Pots for all sizes.

MADE BY

The Burrow, Stewart & Milne Co., LIMITED

Hamilton - - - Ontario

Stop driving Trade !! away from your store ..

TOO often an article quoted at a low figure is not worth the handling, but exception must be made in the case of the

"EMPIRE OAK" STOVES

The exceptional facilities we enjoy in our factory, and the large number of stoves we turn out, enable us to offer them at a very low price. But remember we guarantee that in effectiveness, finish, durability and construction they are second to none on the market. They will burn coal, coke or wood, and are made in 4 sizes. Shipments, as a rule, the same day as order is received.

Retain the stove trade by handling the goods of

The Canadian Heating & Ventilating Co., Limited

Owen Sound, Ontario

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C.

How About Base Burners?

Our 200 and 300 Series are just what the live stove dealer wants. Made in two styles with two grades of prices, each style with parlor oven if desired. Something he don't need to get red in the face about--trying to tell points that are hard to prove. With the Gurney-Oxford Base Burners on your floor you'll find it easy to get your customer enthusiastic because of their evident excellence.

With all this in view it won't be hard to close sales--the kind that bring the best profits to you--the best satisfaction to your customer.

THE GURNEY FOUNDRY CO., LIMITED

Toronto *Hamilton* *Montreal*
Winnipeg *Calgary* *Edmonton*
Vancouver

GURNEY-OXFORD

FAMOUS AIR-TIGHT HEATERS

"D" SERIES

¶ "Air-tights," as a rule, are manufactured wholly of sheet iron, and the fuel is all fed from an opening in the top.

¶ We also manufacture an "Air-tight" with a cast-iron front and a deep, over-hanging top, giving it a large appearance.

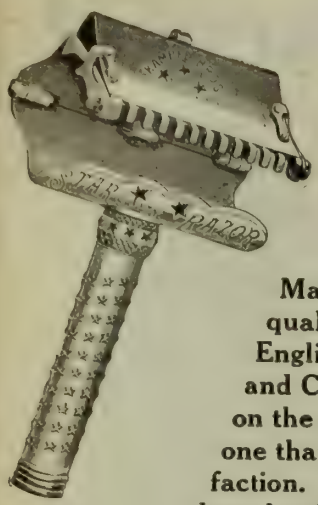
¶ It is made with large, double-lined feed doors, swing cover with pot hole underneath, swing nickeled ornamented cover and urn, screw check in upper door, etc.

¶ Let us send you a booklet about this heater.

LONDON TORONTO VANCOUVER ST. JOHN

McClary's

MONTREAL WINNIPEG HAMILTON CALGARY



STAR Safety Razor

Made from the highest quality double refined English Steel. It is the Best and Cheapest Safety Razor on the market, and the only one that gives universal satisfaction. Shaves all kinds of beards with ease and comfort.

WRITE FOR CATALOGUE AND PRICES

KAMPFE BROS.

Inventors and Manufacturers

8-10-12 Reade Street .:. .:. .:. NEW YORK

Canadian Representative: A. ROY MacDOUGALL, 42 Adelaide Street West, TORONTO, Canada

DAVY'S AUTOMATIC FIRE ESCAPE

A great improvement on any fire escape ever invented. Its merit may be judged by the fact that it was awarded the Commercial Travelers' Association

Prize of $100

for the best automatic fire escape shown to them.

There's money for *you* in selling this indispensable life-saver.

Write us for full particulars.

United States Fire Protection Company

Utica City National Bank Building

UTICA, N.Y.

PERFECTION HOT BLAST

For Coal **An Air-tight Heater**

With front door. Has cast top and bottom, air-tight fit. An entirely new Hot Blast for this season.

When desired it can be furnished with brick linings instead of cast linings without extra charge.

Nos.	Diameter	Height to Top of Urn
30	13-in.	48-in.
31	15-in.	49-in.

Full particulars and prices on application.

The Jas. Smart Mfg. Co., Limited

WINNIPEG, MAN. BROCKVILLE, ONT.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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Counter Check Books
"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webster & Hilger, Limited, special New York Representatives, 106-110 Lafayette Street

ELECTRIC DRY BATTERIES.

X CELLS are the only Dry Cells which show NINE LIVES.
You'll make money in handling them. All standard sizes.
Electrical Specialties, Limited
TORONTO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

HARDWARE SPECIALTIES

FOOD COOKED PROPERLY
with Hot Live Steam. All the goodness preserved. Cooking in sight all the time. Copper bottom and heavy tin. For use on Gas, Gasoline, Coal, Coal-oil, Charcoal or Wood Stoves
Prices, etc. from the
COLLINS MFG. CO., TORONTO

FILTERS.

Anti-Splash Tap Filters
The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers. We supply display cards that sell them.
Write for Prices and Sample.
The Anti-Splash Filter Co.
OWEN SOUND - - ONTARIO

FIRE ESCAPES.

HARDWAREMEN
You should get after Fire Escape business in your town. The Government demands fire escapes on all hotels and public buildings. Send us particulars and get our prices.
JAMES & REID - PERTH, ONT.

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Manufacturers' Agents
459 St. Paul Street : : Montreal
We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.
Our connection is with the Wholesale Hardware Trade

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

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MANUFACTURERS' AGENT
83 Pender Street W., VANCOUVER, B.C.
Open to represent a first-class Hardware Specialty. Highest References.

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Estab. 1880 Bell Tel. East 419
MONTREAL SMELTING AND REFINING WORKS
Geo. Langwell & Son, Montreal, Que., Can.
Smelters and Refiners of all Metal Products
Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.
Get Quotations

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JAMES PENDER & CO., Ltd.
ST. JOHN, N.B.
Manufacturers of
Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp } Best in Canada
Horse Nails, Etc.

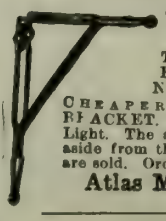
PORTABLE OVENS.

BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
The Warren Mf'g Co., Limited
Toronto, Ont. Phone M. 274

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

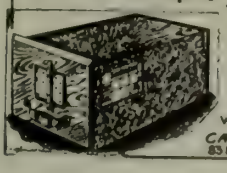
SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
83 Richmond St. W. Toronto

SOLDER

HOW ABOUT SOLDER?

Our Phone No. is Main 1729

We will be pleased to quote you

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels, Grinding Machines, Beaver Oil Stones.

TOOLS.

ARMSTRONG UNIVERSAL RATCHET

Two inches of motion at end of handle, in any direction, will drive the drill

Armstrong Bros. Tool Co., 106 N. Francisco Ave., Chicago U.S.A.

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who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

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Steel Tanks
All Kinds
Stock Tanks

Steel Cheese Vats, Thresher's Tanks, Water Troughs Feed Cookers,

Grain Boxes, Coal Chutes, Smokestacks.

VENTILATORS.

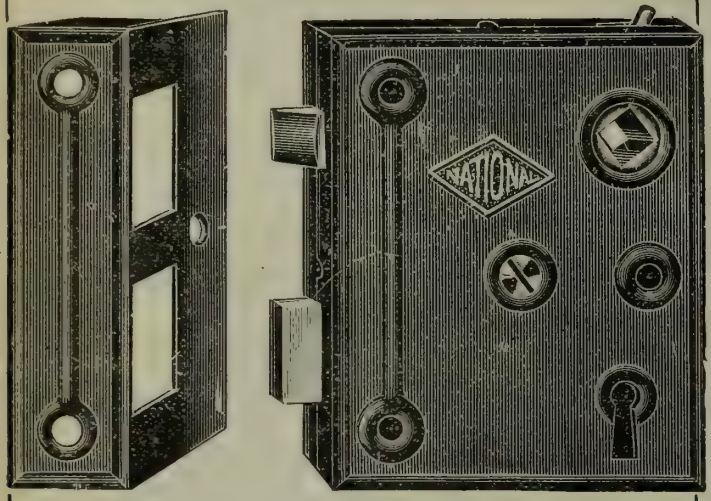
Ventilators and Chimney Cowls

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed **free.**

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - Montreal

The National Steel Rim Lock

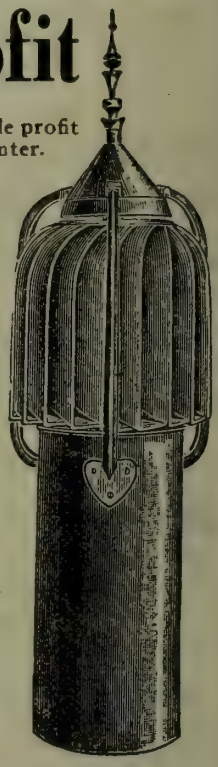


is the strongest, safest, most durable lock manufactured; it will help to strengthen your hold on the Builders' Hardware Trade. Ask your jobber for this Brand. Made in Canada.

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

Double Profit



Mr. Hardwareman, you know how little profit there is in many lines sold over the counter. We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our

J. W. Harris Rotary Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

St. John, N.B.,
February 8th, 1909.

J. W. Harris Mfg Co., Ltd.,
Montreal

Gentlemen:—

We have had no complaints from any of our Customers regarding your "**J. W. Harris Rotary Ventilators**" we purchased from your Company.

Yours truly,
J. E. WILSON, LIMITED

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers.

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Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

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(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

Neptune Unrivalled Patent Steel Fencing Wire

will not sag, needs no re-straining after being erected, will not SNAP in weather changes, is better galvanized than any other wire, and it makes a more satisfactory fence in every way.

It stands an easy first for

ECONOMY, STRENGTH and ELASTICITY

The 12½g. and 14g. will save you over 60 per cent. as against Nos. 8 and 10 gauges ordinary wire.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft, Carlswerk, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

THE ACME OF PERFECTION

in Fit, Threading and Finish is reached in the well-known

"DIAMOND BRAND"

Fittings of the

THE OSHAWA STEAM & GAS FITTINGS CO., Ltd.

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SEE THE DIAMOND

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To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

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Manufacture every description of Architectural, Ornamental and General Brassfoundry

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Casement Adjusters and Fasteners
Panic Bolts, Hinges, Door Furniture
Curtain and Stair Goods
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Candlesticks, Gongs, Art Goods
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Solid Brass and Cased Tubing

EVERYTHING IN BRASS AND COPPER

Canadian Showrooms: 51 Yonge Street, TORONTO
H. F. McINTOSH & CO., Representatives

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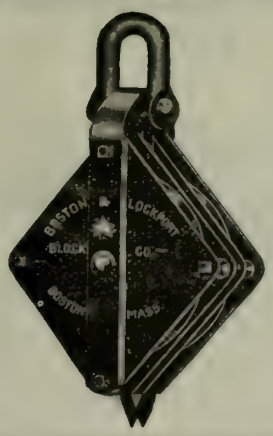

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BLOCKS

ASSURE
BEST — QUALITY
ALL STYLES

FOR MANILA ROPE \ EXTRA HEAVY PATTERNS / FOR WIRE ROPE

On Sale By All Leading Dealers

Catalogue H M Sent Free on Application

BOSTON & LOCKPORT BLOCK CO.

116 Condor St. - East Boston, Mass.

BLACK JACK

QUICK CLEAN, HANDY

TRY IT.

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

ARE YOU ENTERPRISING?

We have an attractive and paying agency proposition for

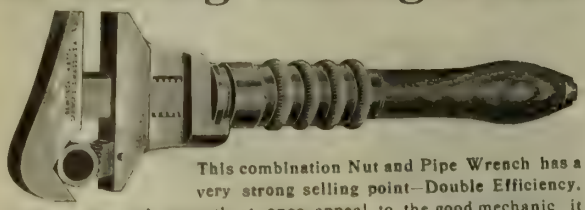
Enterprising Hardwaremen

WRITE FOR PARTICULARS TO-DAY

The Empire Light Co., Limited

116 Victoria Square MONTREAL

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic it saves him time and trouble. You can sell a lot of these wrenches—Make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts
Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	HEAD OFFIDE	WINNIPEG
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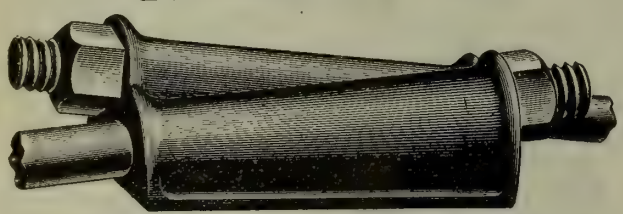
OTTAWA	CANADA	ROSSLAND

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—½ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

OTTERVILLE MANUFACTURING CO.
OTTERVILLE, ONT. *Limited*

JOSEPH RODGERS & SONS,
SHEFFIELD, ETC. LIMITED

AVOID IMITATIONS OF OUR **Cutlery** BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK

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James Hutton & Company
Montreal

British America Assurance Company
A. D. 1833
FIRE & MARINE
Head Office, Toronto

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W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

WESTERN ASSURANCE COMPANY.
Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over	$3,570,000
Income for 1906, over	3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

Our Electric Welded Chains

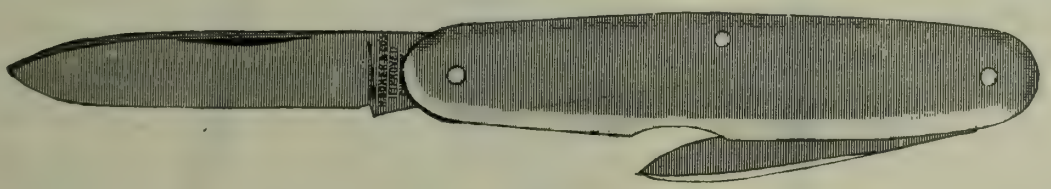
have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

Handle the most satisfactory goods and you will make friends of your customers



H. BOKER & CO'S

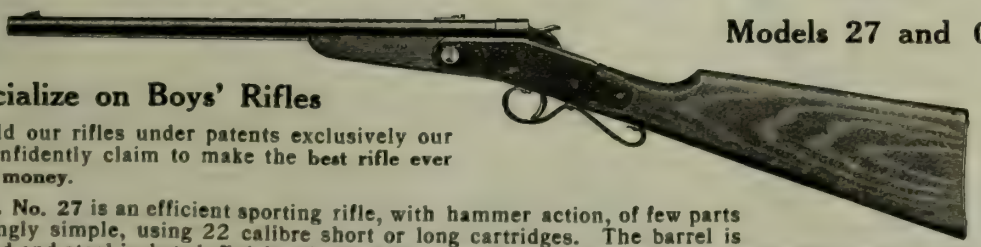
"Edelweiss" "King Cutter" "Radium" "Tree" Brand Knives, Razors, Scissors, etc.

For Sale by Leading Wholesale Hardware Houses

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the best rifle ever built for the money.

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

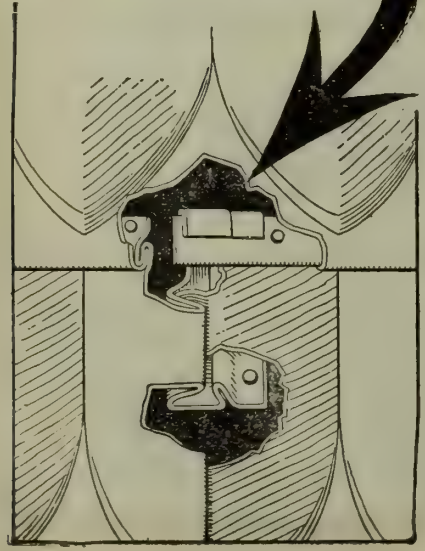
THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

The "Galt" Shingle

The shingle with the notchless bottom-lock, the closed end side-lock and the two nailing flanges. Can't leak or work loose and blow off. Very easily laid. No soldering, riveting or cleating required. If you're interested in a shingle like this, drop us a card for samples.

The Galt Art Metal Co., Limited

GALT, - - ONTARIO



Sells at sight to every farmer

The "DAISY" Closet is

Easily Erected

—

Sanitary

—

Compact

—

Neat

—

Ventilated

—

This Indoor Earth Closet fills a long felt want, and is proving a very ready seller. Being made of metal, no odors can permeate it. Liberal discounts to the trade.

Write for Circular

PRICE $10.00

The Toronto Furnace and Crematory Co., Limited

72 King St., East - Toronto

THE WHITE MOP WRINGER

is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

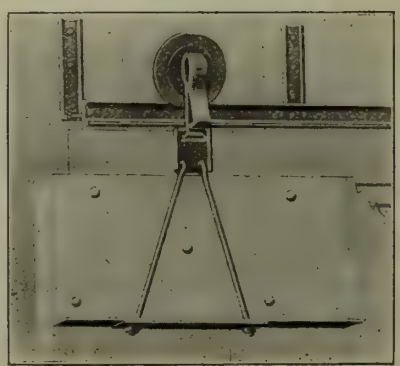
Order from your jobber or from us.

WHITE MOP WRINGER CO.

Fultonville, New York

This Trade Mark Insures Genuineness Originality Perfection Satisfaction

S. B. MARTIN, Dalton, O., U.S.A.



Builder of

"Low-Down-High" Store Ladders
Wonder Barn Door Hangers
Channel Steel Track
Hardware Specialties

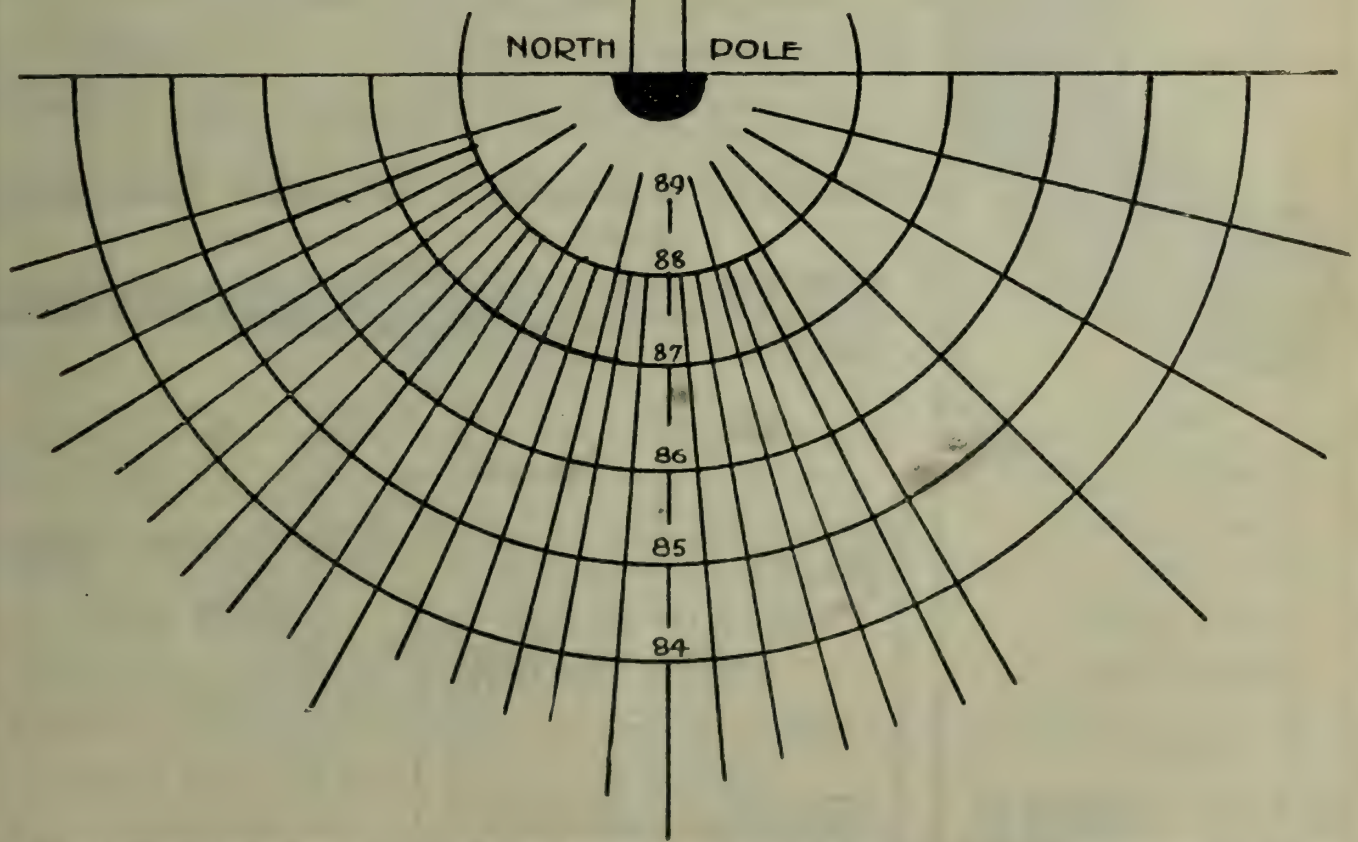
Door closes tight same as a hinge door. Galvanized Battin covers entire top of door, making it indestructible.

Will give license to one or two good Canadian Firms to build these Specialties.

See Out.

THE FIRST TO GET THERE

SEVERAL years ago the Alabastine Co. discovered what the world was looking for, a permanent, sanitary and antiseptic wall coating, usable with cold water, a discovery fully appreciated by the public, and it is within the truth now to say that within the compass of the Atlantic, the Pacific and Arctic oceans Alabastine is more in demand and more in vogue than all other wall preparations added together, and millions of homes in Canada, United States and Great Britain are decorated with Alabastine.



All the leading hardware merchants and paint dealers now find it to their best interests to carry a full assortment of Alabastine and give the people what they call for, and we furnish them with a liberal supply of illustrated and advertising matter. Correspondence cordially invited.

THE ALABASTINE CO., LIMITED .:. .:. .:. PARIS, ONTARIO

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions inside.

Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

Gilbertson's Sheets
and the COMET Brand

mean quality and security in whatever work you may undertake.
Galvanized Flat Sheets that are unequalled as to flatness, absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

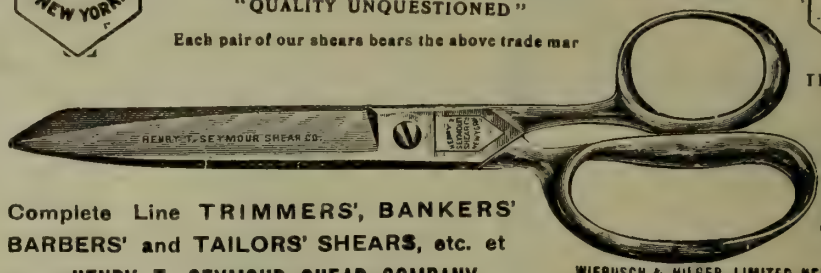
have been the Standard for over seventy yea

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mar

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. et

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS' SCISSORS,
TINNERS' SNIPS, ETC.
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO

BANNER
TRADE MARK

REPUTATION

AS MAKERS OF

Coal Oil Lighting Specialties

SHOULD COMMEND OUR

"BANNER" COLD BLAST LANTERNS

TO THE TRADE

THEY ARE FULLY GUARANTEED

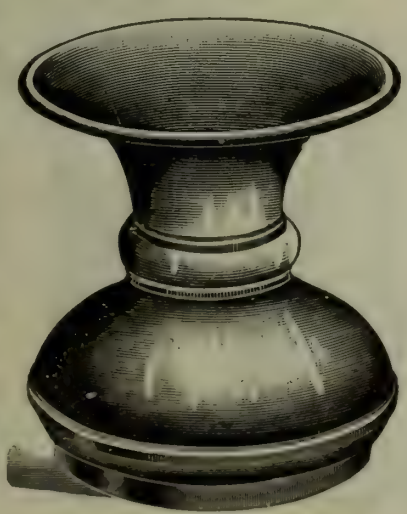
Ontario Lantern & Lamp Co., Ltd.
Hamilton, - Ontario

What Do You Think of This?

Here is a sample of our extra heavy self-righting polished brass (or nickel plated)

Cuspidor

The height is 9 3/8 inches and the diameter 8 7/8 inches. This is only one of our representative and reliable range.



Write for our Catalogue

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McIntosh & Co., 51 Yonge St., Toronto

"Brantford" "Roofing"

FREE

A Series of Retail Ads

We have had a series of roofing advertisements prepared, at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads are bound to create a strong impression in favor of "Brantford" "Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Brantford" "Roofing" it's time you were. Better write for our proposition.

Brantford Roofing Co., Limited
Brantford - Canada

Winnipeg Agents: General Supply Co. of Canada, Limited. Market and Louise Sts.
Montreal Branch: 300 St. James St., Montreal, Que.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO — ST. JOHN
MONTREAL — WINNIPEG
HALIFAX — VANCUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

Keep the Penberthy Catalogue before you.

Order your

Engineers' Supplies

from it and you will always have SATISFIED CUSTOMERS.

All leading Hardware Merchants stock the Penberthy line because "THERE IS MONEY IN IT."

MANUFACTURED BY

Penberthy Injector Company, Limited
WINDSOR, - ONTARIO

Cider Mills and Presses

Order Now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools. Wagon Skeins.

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

It Depends On You

Big business in Genasco Ready Roofing is yours if you want it.

We have created the demand by persistent, vigorous, national advertising, and it behooves every dealer to satisfy this demand in his territory.

Lots of dealers are meeting the demand, for the sales of Genasco have increased enormously in the last few years.

Genasco
Ready Roofing

is the roofing everybody wants, because everybody knows it's made of Trinidad Lake asphalt. We don't make a secret of it. We tell why Trinidad Lake asphalt is the greatest weather resister known.

This gains the confidence of customers and helps sales.

The economy of such long-lived roofing also appeals to customers. That helps sales, too.

Are you looking for bigger business? Then stock up with Genasco and meet the local demand.

Mineral and smooth surface. Every roll guaranteed. Write for samples and full information.

GENASCO — THE STANDARD OF EXCELLENCE — TRADE MARK REG. U.S. PAT. OFF.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world.

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

D. H. Howden & Co. Ltd., 200 York St., London, Ont.
Crane Company, Vancouver, B.C.

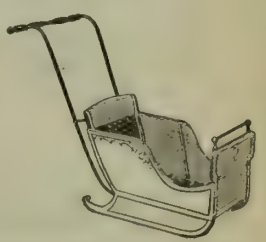
Roofers' Supply Co. Ltd., Bay and Lake Sts., Toronto
Alex. McArthur & Co., 82 McGill St., Montreal

Present prices, which cannot be guaranteed for any length of time, are about ***25%*** less than ever before. Every live progressive man who handles this line, will order ***NOW.***

The accompanying cuts illustrate three different kinds of TORONTO Gendron CANADA Children's and Babies' Sleighs with ***steel or wood*** runners.

Write for prices and catalogue, or ask for our traveler to call.

MADE IN CANADA.



The Gendron Manufacturing Co.
TORONTO, - CANADA

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

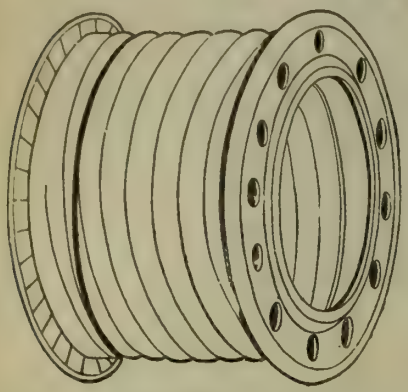
Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

O.K. THIMBLES



Every new hou e in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted

O K. Thimbles are made for both Floors and Partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto 465 Temple Building, Montreal

WE MANUFACTURE

THE CUTTS PATENT METALLIC ASH SIFTERS

The wire bottoms are securely fastened by our double lock folds, making it impossible for the wire to work loose. We also manufacture Wooden Ash Sifters and all kinds of tacks and nails.

The McBrien Mfg. Co., Limited

Dovercourt - - - - - - - - Toronto

BOY WANTED

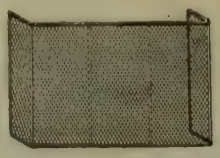
ANY BOY in every town and village in Canada can earn many dollars by selling our publications among his neighbors and relatives and business men.

YOU can begin at once. No money needed to start. We will provide you with capital. A watch to the boy who does good work, as special prize.

Write at once to

THE MACLEAN PUBLISHING CO.

10 Front St. E., TORONTO



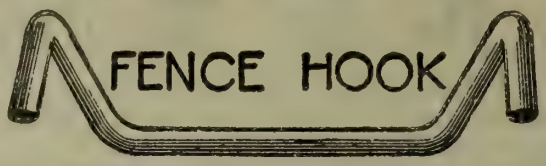
SPARK PROOF
FIRE GUARDS AND FENDERS

We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue,

CANADA WIRE GOODS MFG. CO., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.
We solicit your inquiries.

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Buy the Best.

HERCULES

Sash Cord

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

WHAT'S IN A NAME?

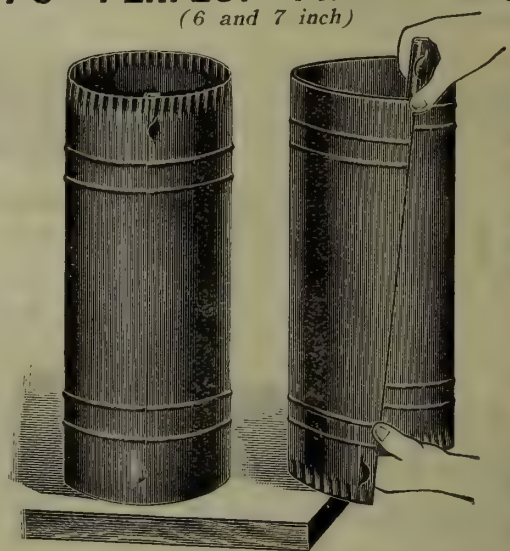
A guarantee of perfection, and lasting satisfaction, if the name is

WRIGHT'S "PERFECT" PATENT STOVE PIPE

(6 and 7 inch)

Get in your order for your winter stock now.

Shipment can be made immediately upon receipt of order.



Patented 14th Sept., 1909

Our new patent stove pipe, the "PERFECT," which we are now offering to the Canadian trade, is made of a specially heavy quality of blue-black steel, and is packed 25 lengths in a crate. Weight of crate, 6 inch, 45 lbs ; 7 inch, 55 lbs.

A glance at the illustration will show how easily "PERFECT" Pipe can be set up. You simply hold the crimped end down, slide the pipe together, and once together it is as firm and smokeproof as a length of riveted pipe. The lock holds the pipe so rigidly that it is impossible for it to telescope.

Every length is carefully tested before leaving the factory.

Remember the name: **WRIGHT'S "PERFECT."** Manufactured by

E. T. WRIGHT & CO., Hamilton, Canada

WE
SOLICIT
YOUR ENQUIRIES FOR

STEEL
OR
WIRE

A few of the thousand commodities

Wire for every purpose
Springs all kinds
Nails and Tacks
Electrical Cables
Wire Rope all constructions
Structural Steel
Bars
Rails
Plates

United States Steel Products
Export Co.
Montreal

GREENING'S PATENT COW TIE

After 20 years of uninterrupted success, Greening's Ties are still the best sellers on the market. Recent tests for strength confirm our claim that we still have the strongest Tie on the market.

Made in six sizes. Seven kinds.

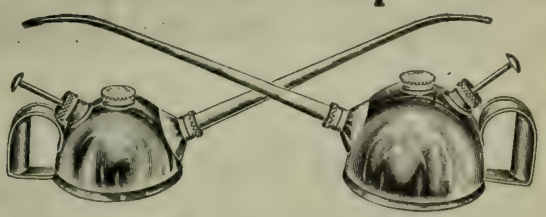
Order "Greening's" and take no other.

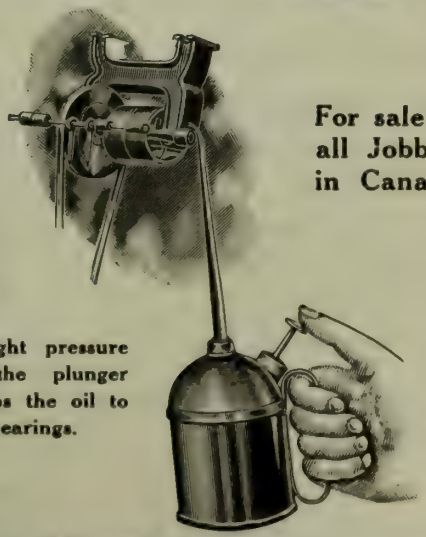
Manufactured by

The B. GREENING WIRE CO., Ltd.

Hamilton, Ont. Montreal, Que. Winnipeg, Man.

Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois, U.S.A.

ON THE DEER TRAIL

ON THE DEER TRAIL, or in the quest of big game, the hunter should assure himself that his rifle is loaded with dependable ammunition.
Dominion rifle cartridges are Guaranteed sure fire and accurate, and every load is put up with as much care as if for an international match and the honor of Canada were at stake. A new box free for every misfire of present product.

Dominion Cartridge Company, Limited., Montreal

DEALERS ON THE PROFIT TRAIL RECOMMEND IT

Dominion
IMPROVED & PROVED
Ammunition

Kemp's New Cold Blast 1909 Lantern

SUPPLIED IN

Bright Tin

Japanned with Lacquered Fonts

Japanned with Brass Fonts, and

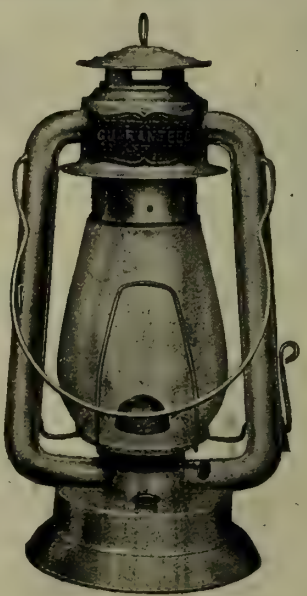
Japanned with Dash Board

All Lanterns are fitted with new extinguishing device

Can be filled, lighted, regulated and extinguished without removing the globe

Standard size for kerosene

Font holds sufficent oil to burn nineteen hours



See Hole in Side Tube

FITTED WITH

No. 2 Burner
1-Inch Wick
No. 2 Globe

SIDE LIFT

The simple lever or crank on the side tube raises the globe to light, and locks the globe down to burner.

Packed in cases of one dozen

PRICES ON APPLICATION

KEMP MANUFACTURING COMPANY, Cor. Gerrard and River Streets, Toronto, Canada

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
S. Antoine St., Montreal, Que.

CANADIAN NATIONAL EXHIBITION —The New Transportation Building.

Great Possibilities Shown by National Exhibition

Almost 800,000 People Visit the Biggest Annual Event in Canada's History—Profits $11,000 Greater Than Last Year and a Surplus of Probably $50,000—Exhibits From all the Privinces Show Country's Vast Resources—Plumbing nd Stove Equipment Displays Illustrated and Described.

Toronto, September 15.—No annual feature in the life of the Dominion is greater than the Canadian National Exhibition. Whereas other countries hold at wide intervals and in honor of some special event or anniversary great displays which are dubbed "world's fairs," and which on account of their infrequency and irregularity have little influence on national life, Canada has in the National Exhibition a great national fair, which is the result of years of development and which therefore has all the characteristics of a national event. It is as unique a feature as the great fair of Nijni-Novgorod, which is typically Russian, just as this is typically Canadian. They are both merely the perfection of the ordinary county fair, and this gives them all their beauty and their value.

The thirty-first season of the great Exhibition now belongs to the past and this year it was a greater success than ever before. In fact, the growth of the Exhibition becomes more remarkable with every time it is held. There are no signs that it has yet arrived at anything like its full growth. On the contrary, everything seems to point to its great development into the greatest annual fair in the world, a position it is already the second largest institution of the kind on earth, and it begins to be doubtful if even the great fair at Nijni-Novgorod surpasses it materially. But mere size is not everything. Even if there were many fairs surpassing in extent the Canadian National, this would not lessen its great national value. It would still serve as the great meeting place of Canadians from all parts of the Dominion. It would still bring them together as nothing else can do; and it would still make them acquainted with one another and with distant parts of their country in the best possible way—that is, through their productions. This is the great value of such an institution as this Exposition, and this is why Canadians of every province unite in "booming" it. They all realize that the Fair has grown beyond mere local restrictions, and that it is in every sense a national event.

When the gates closed it was officially announced that the aggregate attendance had reached within a few thousands of the 800,000 mark, and it is expected that the receipts will show an increase of nearly $11,000 over last year. This means that the surplus will amount to about $50,000, which goes to the City of Toronto.

All Provinces Represented.

The exhibits from the various provinces of Canada are always one of the features of the Exhibition. They stand in silent testimony to our vast wealth-producing Dominion and show the possibilities of a country the resources of which are practically unlimited. Fruits, grains, mineral products, manufactured goods and products of the sea all combined to demonstrate the variety of the resources included between the Atlantic and the Pacific.

British Columbia, Alberta, Saskatchewan and Manitoba came from the west and Quebec, and the Maritime Provinces from the east, combined with Ontario, and the result was the finest display of natural products that one would desire to see.

The display from the British West Indies in the Railway building was one of the strong educational features. Chas. S. Pickford, representing Pickford and Black, Halifax, was in the charge of the exhibit, his purpose being to demonstrate the commercial value to Canada of the products of the British possessions in the West Indies. The display was a magnificent one and thus served admirably the purpose for which it was established. Mr. Pickford attended to the exhibit personally and a great deal of interest was manifest in the thousands who traversed the Railway building daily and it should aid materially in increasing trade between Canada and the West Indies.

Hardware and Stove Display.

Each year sees an improvement in the section of the Exhibition in which hardwaremen are chiefly interested, but this year has seen a great advancement, the space alloted to stove and hardware exhibits having been considerably increased by the extension of the stove section which now occupies the complete northerly section of the Industrial or Process Building.

Hardware and plumbing exhibits have also been grouped more closely together, the majority of these now being in the Industrial Building quite close to the stove exhibits.

The directors of the Exhibition are to be congratulated on the improvements made, as well as upon the firm stand they have taken against pricing of stoves on exhibits, there having been great objection to introduction of this feature by a departmental store at last year's exhibition. Despite the adoption of a rule against the pricing of goods, the same concern endeavored to evade the regulations and placed prices on their stoves during the first week. They were promptly informed by Manager Orr, however, that unless they complied with the regulations their exhibit would be forced out of the grounds.

It is safe to say that all hardware and stove exhibitors at this year's exhibition have gone away better satisfied than ever before, and they will be back again next year in larger numbers.

J. M. T. BRASS GOODS.

The James Morrison Brass Mfg. Co., Toronto, made a change this year by moving their exhibit from its accustomed place in Machinery Hall to a splendid corner location in the very centre of the Industrial Building, the location being very close to all the plumbing and lighting exhibits, while also very close to the stove displays where hardwaremen congregate in large numbers. The change was found to be an advantageous one from a business standpoint, bringing them into closer touch with the users of plumbing supplies, and the buyers of the high-grade lighting fixtures for which the Morrision Company has established a wide reputation.

Plumbers and hardwaremen were chiefly interested in the bath-room fixtures and gas and electric lighting lamps. A beautiful solid base porcelain tub occupied a prominent position, beside it being a sitz bath, and near at hand a magnificant shower and beautiful pedestal and wall lavatories.

Then in the front of the exhibit was a plate glass cabinet containing an elaborate display of nickeled brass goods, bath fittings, stop and waste cocks, valves and other supplies needed for plumbing work and water services. The display was very creditable and a proof of the high quality of work now done by Canadian workmen, "J.M.T." brass goods being the recognized standard for quality whereever they are known and used.

Particularly attractive also was the display of lighting fixtures, probably the finest of these being a large piano lamp standing on the floor. The artistic coloring and general design of this fixture won the admiration of all. To attempt to describe the innumerable table, wall and ceiling fixtures would be useless in the space available, there being so many beautiful designs, and so many styles and colorings in the brass work and glass shades. The accompanying illustration will, however, give an idea of the artistic nature of this part of the display.

The Morrison display of engineers' brass work was even more handsome than in previous years, the covered booth and dark background setting it off to splendid advantage. Lord Charles Beresford, in passing through the building was attracted to the display by the fine brass marine equipment, and he spent considerable time examining the pilot house and engine room brass work. The steam gauges, locomotive mountings J. M.T. valves, Hancock inspirators, locomotive injectors, whistles, fire nozzles, hose couplings, oil cups, and other fittings for engineers were a few of the many lines on display.

Those in charge of the exhibit were S. H. Hadley, A. Betton and James Fiddes, traveling representatives in Western Ontario, Eastern Ontario and Toronto respectively.

CANADIAN NATIONAL EXHIBITION—James Morrison Brass Manufacturing Company's Display.

BEAVER BRAND ENAMELWARE.

The Amherst Foundry Co's exhibit appears in a new dress this year, an attractive roof covering being supported with imitation marble pillars, the whole being painted white to match the snow white enameled baths and lavatories on display inside.

The location was the same as the Amherst Co. have occupied for the past couple of years, being just inside the centre entrance to the Industrial Building. A. J. Jackson, the Ontario sales representative of the company, was again in charge being supported a part of the time by Messrs. C. A. Lusby, secretary-treasurer, and J. A. Crossman, manager, of the company, both of whom reside at Amherst, N.S.

The Amherst booth was well lighted, this bringing out the beauty of the enamelware and showing it off to excellent advantage, grouped between the two entrances to the exhibit were seven bath tubs of various styles and sizes, while at the back were samples of some of the many designs of wall lavatories. Two beautiful pedestal lavatories were also shown with the baths along with a stand containing four types of wall lavatories made by the Amherst company.

Many of the designs shown were new, and favorable comments were heard regarding the completeness of the Amherst line, it appealing particularly to the master plumber whose customers want a guaranteed quality of high-grade goods at a moderate price.

A combination fixture exclusively shown by the Amherst Company is the combination laundry tub and sink, especially suitable to apartment houses or dwellings where a separate laundry cannot be fitted up. When not in use the laundry tub is covered and acts as a work table or drain board for the sink. The individual laundry tubs shown by the Amherst Co. also attracted a lot of attention, the wringer attachment and nickel plated fittings setting them off to good advantage.

There was also a big showing of kitchen sinks with and without drain boards, slop sinks, etc., while particular attention was drawn to the new hotel kitchen sink, eight inches in depth, and fitted with overflow, plug and washer, making it suitable for washing dishes. This innovation, according to Mr. Jackson, has caught on with the trade fully as well as the popular roll rim sink, with soap dish attachment, for which orders have been so heavy that it has been difficult for the Amherst Co. to keep pace with the demand.

Altogether the "Beaver Brand" Enamelware exhibit is very creditable to Mr. Jackson, who arranged it, eclipsing all former efforts. Since taking over the Ontario agency for the Amherst Foundry Co.'s products, a couple of years ago, Mr. Jackson has been eminently successful and that his popularity with the trade is increasing is best evidenced by the steady growth of his orders from all parts of Ontario. Already this year his volume of business has increased over fifty per cent. over all of 1908, and in keeping with this growing trade he has established a large display room in connection with his warerooms and offices at 178 Victoria Street, Toronto.

CANADIAN NATIONAL EXHIBITION—Amherst Foundry Company's "Beaver Brand" Enamelware Display.

FINE ENAMEWARE EXHIBIT.

It is doubtful if there was a more handsome and interesting exhibit on the grounds than that of the Standard Ideal Co., Port Hope, in the Industrial Building. And certainly there was none anywhere that had more genuine interest to the man who intends building a home or other building than the wonderful display of the foundryman's art made by this company.

Judged by the number of visitors who closely examined the large variety of fixtures shown there will be a better call for high grade bath-room fixtures in future, and the master plumbers in all parts of Canada should profit materially from the exhibit. Many architects and prospective builders expressed their surprise at the quality and design of enamelware shown and frankly admitted that they had been buying imported goods without realizing that Canadian workmen were capable of doing such high-grade work.

Occupying an entire section of about 70 feet in length it was found hard to obtain a photograph which would do justice to the exhibit. As will be seen, no expense was spared in making the booth attractive, it being roofed in, artistically decorated, well lighted, and the floor covered with linoleum.

The central feature of the display undoubtedly was the showing of "Alexandra" high-grade porcelain ware, grouped in the centre of the booth. About a score of fixtures of facsimile solid porcelain were shown, including a number of new designs of bath tubs, lavatories, waterclosets, pedestal child's baths, manicure and dressing tables. In design these would pass anywhere for solid porcelain, and were it not for the sign in the background, "the largest exclusive manufacturers of enamelware in the British Empire," one would have been led to believe that the Standard Ideal Co. conducted a pottery as well as a foundry business. As a matter of fact, Alexandra ware commands a far higher price than solid porcelain ware, on account of its greater durability. Indeed, arrangements have been made in several cases to replace solid porcelain with Standard Ideal enamelware. Two master plumbers got into an argument over this matter, and A. D. McArthur, Ontario sales representative had to be called in to convince one of the debaters that a closet on display was enameled iron rather than solid porcelain.

The Standard Ideal Co. has gone to an enormous expense in preparing the drawings and master patterns for the "Alexandra" ware, the equipment for some of the fixtures having cost thousands of dollars before a single piece was manufactured. Having developed an enormous trade in the less expensive lines, however, it was felt that the demand for a high-grade of goods should be supplied and Canadian workmen given a chance to produce the expensive bathroom fixtures which have had to be imported up to the past year or so. And having gone to this expense the Standard Ideal Co. rightly feel that Canadian plumbers should give preference to Canadian made goods, now that it is unnecessary to import high-grade enamelware.

Several designs of fixtures with bidet attachments attracted considerable attention, this French idea having caught on in Canada amongst the class who can pay the price for the most modern and scientific fixtures. Every woman who has studied the advantages to be gained by the use of this fixture is an enthusiast on the subject.

The large variety of lavatories, both pedestal and wall, also excited comment, while the demonstration of bubble drinking fountains for use in schools and public buildings excited such interest that it was sugested that master plumbers could not adopt a better advertising scheme than to fit up a bubble fountain under pressure in front of their shops.

The beautiful pure mellow coloring in the enameled fixtures was very noticeable, another point of merit being that every fixture on display was enameled both inside and out. Both in color and design, the fixtures were all that could be desired.

A new product shown was the new enameled iron closet tank, being made in two designs, one square and the other with rounded front. Enameled laundry tubs, kitchen and slop sinks, foot baths, etc., were also shown, as were also sections of the new "Impermeable" enameled soil pipe, recently introduced by the company and already adopted for use in several hospitals and public buildings.

H. T. Bush, general manager of the company, visited the booth on several occasions, A. D. McArthur, being in charge, assisted by Wm. Linton, Toronto salesman.

CANADIAN NATIONAL EXHIBITION—Standard Ideal Company's Enamelware Display.

SPLENDID PAINT DISPLAY.

Immediately opposite the main entrance of the Industrial Building was located the splendid exhibit of The James Robertson Co., Toronto, covering all their manufactured lines, including plumbing supplies, marble lavatories, lead pipe, solder, paints and white lead.

That plumbing goods can be made to look attractive was amply shown in the sample bathroom containing every requisite of the modern home, and everything in it was supplied by the company, not only the plumbing goods and fixtures, but also the tiled floor and marble wainscoting on the wall.

One of the very newest things on exhibition was the Peerless Kitchen boiler, which successfully combines all of the important requirements of a water heater. By its use, hot water can be had in 2 minutes, and a hot bath may be had at the cost of ½ a cent.

A special section of the Robertson exhibit was used to show the products of the lead factory. Samples of lead-pipe, babbitt metal, guaranteed for use in the heaviest and speediest shafts ever run, and for all kinds of engines. The babbitts are copperized and nickel-copperized and are branded for various purposes. There are 11 brands of babbitt, the sterling hardware brand being in four grades—solders for plumbers, tinsmiths, galvanized roofers, and a special wire solder for canning factories, and some block tin pipe and tin-lined pipe for plumbers' and brewers' supplies.

In Robertson's high-grade paint products, there is their pure prepared paints, a strictly pure white lead, zinc oxide and linseed oil paint, which when properly applied on a dry surface will not chalk, chip, crack or peel off.

Special prominence was given to "Togo-Lac," a preparation for renewing furniture, and also to a great many paint specialties about the house. In white leads there are Robertson's Chemically Pure, Robertson's Standard, and Robertson's Extra Warranted. The company recently was given the sales agency for the Dominion for Cookson's Newcastle-on-Tyne lead, the recognized highest grade of English lead in existence.

To show that the paint products of this company rank high it is but necessary to state that the Women's Building on the Exhibition grounds, as well as the exteriors of all the other buildings brightened up this year, were painted with Robertson's pure paints, after the various paint manufacturers had competed for the privilege. This one piece of work required the use of some 5,000 gallons of paint. For hardwaremen handling Robertson's paints the company becomes their working agent by sending personal letters to prospective customers; by helping the hardwaremen in their advertising; and by lending assistance and materials for window displays.

CANADIAN NATIONAL EXHIBITION—James Robertson Co.'s Plumbing Display.

CANADIAN NATIONAL EXHIBITION—James Robertson Co.'s Paint and Lead Display.

BIG SHOWING OF METALS.

"They certainly are the metal men," said a hardwareman who with others in the trade made the exhibt of The Canada Metal Co., Toronto, in the Machinery Hall, a headquarters and place of meeting.

The company's general manager, W. G. Harris, Sr., deserves great credit for the splendid showing of the Canada Metal Co.'s exhibit.

The specialties shown this year were Babbitt Metals—"Imperial Genuine" for high speed engine work; and "Harris Heavy-pressure," for the general hardware trade. This metal is the outcome of 20 years of study and research work made by Mr. Harris to perfect a babbitt metal that the hardwaremen could sell with all confidence, one that would give his customer every satisfaction. It runs cool on any speed, and it comes in cakes, copper-covered, with an impression of the inventor of the metal stamped on each cake.

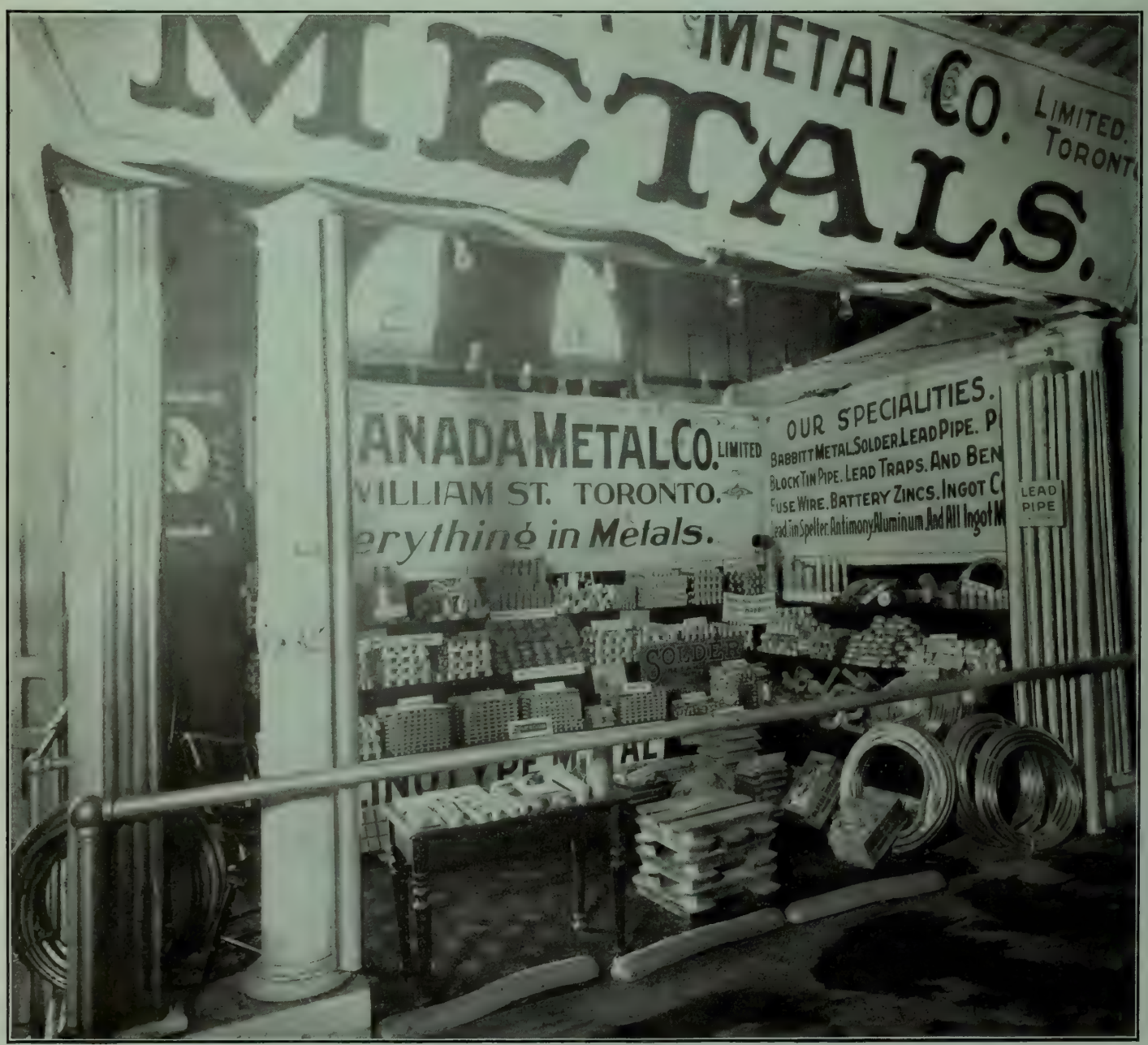
Solder was also a feature of the exhibit, the showing including bar solder,

W. G. HARRIS, Sr.

wire solder, and block solder. The company makes solder for every purpose, putting it out in suitable sizes. There was as well to be seen ingot copper, ingot tin, bar tin, antimony, spelter, and various kinds of newspaper metal—linotype, monotype, typograph and monoline.

The company are large manufactures of lead pipe, traps and bends, in all sizes and had many samples of their product on view. The company also showed their non-syphon cast trap, which has many advantages over other traps, the principal one being that it cannot be syphoned. One of the most interesting things shown was lead wool, an exceedingly fine lead used for calking joints.

Recently the company erected a new smelter opposite the Exhibition Grounds for smelting all drosses and ores. This has been of great assistance, and before long they will have two additional buildings, which will greatly facilitate the extension of their business.



CANADIAN NATIONAL EXHIBITION —Canada Metal Company's Display.

DOWSWELL'S WASHERS AND WRINGERS.

In one of the most traveled aisles in the Industrial Building, the Dowswell Mfg. Co., Hamilton, were located with a large variety of their wooden and rubber goods, and their booth was always the centre of attraction for a crowd of women, who closely inspected the power and hand washing machines, those labor-saving devices, which have such special interest to the women folk.

Three water motor washers were shown in practical operation, with tubs of clothes in process of being cleansed. The "Vellox" and "Ideal," two power washers, with which the trade is familiar were featured along with a new motor, which is to be placed on the market this fall, it having from 25 to 40 40 per cent. greater power with a lower pressure of water than any other machine. Printed matter has not yet been issued describing the new machine, but from all appearances it will be a specially good line for hardware merchants to push. Most Canadian towns now have water systems, and as the motor washer is here to stay, hardwaremen should be the first to bring this labor saver to the attention of their women customers and thus aid in further popularizing their stores amongst those who are ever looking for machines to lessen the drudgery of housekeeping. Printed descriptions, prices, etc., will be ready to supply the trade shortly. There is absolutely no danger in the running of these machines, and they make no noise. Being self-oiling, they require no care and they leave no stains. Neither do they need drain plugs, for they are self-draining and so are not liable to freeze up. Because they are operated by a single shaft, the action is direct, thus obviating the loss of power. They do not stick, or rust, and show no wear, all the bearings being non-metal. Having few frictional parts, the machines are capable of great power and high speed.

In addition to the motor washers a full line of modern washing machines were shown, including the "Momentum" and "Flyer" in the spinner wheel class and the "New Century," "Snowball," "Sunlight," "Re-acting" and the old reliable "Dowswell," these being only part of the extensive line made by the Dowswell Company. The "New Century" Style B, admits of a degree of action that insures the best results. It runs easy, being mounted on ball-bearings, and has strong spiral springs that reverse the motion. It has a wringer stand, too, a convenient, strong and rigid attachment, which holds the wringer so that the water drains directly into the tub. The construction of this machine represents the experience of 25 years.

In wringers there was also a large variety shown, as a glance at the photograph of the display will prove. These are made in four grades, the "Special," "Extra High," "Extra" and "Standard," warranted for five, three, two and one year's family use respectively. Heretofore these have been furnished with elliptical springs, but a recent improvement in the process of manufacturing makes it possible to now give a choice of elliptical or spiral spring on every wringer made by the company. This is an improvement which will be much appreciated.

The "Leader" churn and "Humpty-Dumpty" egg crates were also on display, while another line shown in the exhibit, and also demonstrated in the Women's Building was the "Monitor" rotary lawn clothes dryer, claimed to be the most compact, convenient, and the best clothes dryer yet made. It folds readily into a small bundle, like a tripod, and as easily is set into position with 125 feet of clothes line. It is strong, yet light, and any woman can set up, take down and put away the clothes dryer without the least trouble, leaving the lawn clear of unsightly clothes lines or poles. This line ought to be a big seller in hardware stores.

George B. Dowswell was in charge of the display, with F. T. Baine, assistant secretary of the company, also on hand to make the acquaintance of the hardware dealers who visited the Exhibition. The demonstration was made to benefit the retail customers of the company, a large sign in the display drawing attention to the fact that the Dowswell goods can be secured at all hardware stores.

CANADIAN NATIONAL EXHIBITION.—Dowswell Mfg. Company's Display.

THE BARNET MFG. CO.

A refrigerator that is constructed on scientific principles, and which is the product of large experiments in that direction is the "Best" refrigerator, made by The Barnet Mfg. Co., Renfrew, Ont., whose exhibit in the Industrial Building attracted much attention. The "Best" has many points in its favor, and particularly prominent are its perfect ventilation, free circulation and absence from odors. On these features as well as on while the trimmings and locks are nickle-plated, and the exterior is equal to piano finish.

The drainage is as near perfect as it is possible to have it. The drip pipe in the bottom of the regfrigerator is only three inches long, and the trap on the inside is easy to get at. There is, therefore, no accumulation of slimy matter or bad odors. The "Best" refrigerator is the easiest to clean on the market

The ventilation is a patented syphon the "Best" refrigerators and sealed up. This was opened after 116 hours, on Wednesday, Sept. 8 at 4.30 p.m., when the contents were found to be as fresh as when they were sealed up. The temperature was 38 degrees F., the salt was drier than that left exposed to the air, the food showed not the slightest taint, and matches struck readily on the walls of the ice-chamber. A hygrometer showed that the air in the food-chamber contained less moisture than that of the

CANADIAN NATIONAL EXHIBITION—Barnet Mfg. Company's Refrigerator Display.

the pure dry air in the refrigerator at all times, its cleanliness, freedom from moisture, coldness and uniform temperature, and economic and hygenic principles, the company challenge competition and comparison.

The "Best" is a quality refrigerator, no expense being spared in building any of the various sizes. The system used in construction is patented and cannot be used by any other manufacturer. The best quality of oak, ash and birch is used in construction, and all of them have snow-white baked enamel linings, circulating system, which enables the user to place indiscriminately on the shelves any or all kinds of odorous foods together with milk or butter in open vessels in the same compartment without the slightest contamination, as has been proved by medical test at the exhibitions at Winnipeg, Brandon, Regina, Saskatoon, Prince Albert, and last of all at the exhibition just closed at Toronto.

The last test was begun on Friday, Sept. 3, at 8 p.m., when a quantity of onions, fish, salt, fruit, milk, butter, matches and vegetables were placed in one of building in which the refrigerator stood.

The manufacturers guarantee every "Best" refrigerator and "money back" will be given if the buyer is not satisfied after a twenty day trial. The "Best" refrigerators are built in convenient sizes and at low prices, consistent with first-class material and workmanship. The company also build refrigerators for public buildings, hotels, clubs, buffet and refrigerator cars, butchers, grocers, and in fact any size or design of refrigerator for special purposes. Rice, Lewis & Son, are the Toronto agents.

COLONIAL RANGES.

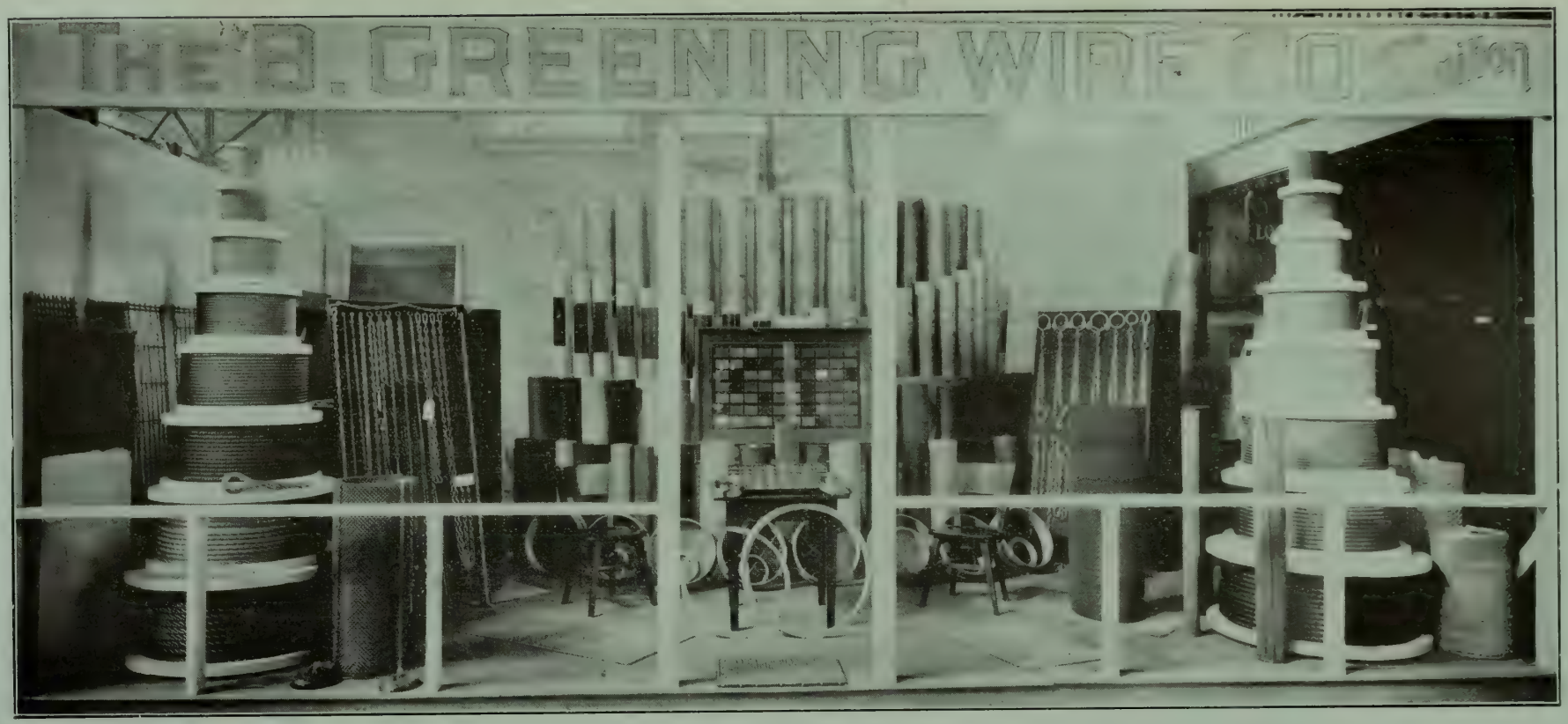
The Percival Plow & Stove Co., Merrickville, Ont., are the makers of Colonial Ranges, and in keeping with the name had their booth in the Stove Building partake of a colonial character in its decorations, by a profuse display of miniature flags of the various colonies of the British Empire. The Colonial Range is the most modern, up-to-date and artistic range on the market. The latest product of the Colonial line is a combination coal or wood and gas range. There is no connection between the gas and coal parts of the stove, and both gas and coal may be used separately or at the same time with absolute safety. When burning gas the top of the rest of the stove may be used as a table. In this combination range there is a cooking oven and a broiling oven, over the reservoir end. If necessary a waterfront will be supplied with this range. The ordinary Colonial Range may be used for burning either coal or wood, and is made with four or six holes, with or without water reservoir, and with high back, shelf and warming-oven or just a low back with plate trays. The ash pan is extra large; and all the nickel-plate is removoable for cleaning purposes, there being no bolts used. The Colonial was the first to adopt this feature in Canada. There is a 20-inch oven, and as it is square it is the same size top and bottom. It will take four 10-inch pie plates on top or bottom rack. The grate is of duplex pattern, which can be changed in a minute for a basket grate for wood, which will take pieces up to 24 inches in length. The oven thermometer, measuring heat accurately as it does, enables the saving of from 10 to 15 per cent. in fuel. This range is always a leader and always gives satisfaction.

The Colonial Prize follows the general design of the Colonial Range, but is a lighter and cheaper stove. It was shown with an 18 and a 20-inch oven. It is unequaled for cooking and quick baking, and is a great fuel saver. It has a natty appearance and is guaranteed to please in every way.

The Imperial Base Burner Oak for coal or wood, is the most powerful heater on the market. It is handsome in appearance, economical on fuel, and is a better and cheaper base-heating parlor stove than any other on the market. It has a divided flue to check the draft or carry it down to the bottom. The double-heater has a double body. It has also a cast lining inside the body of the stove with gas holes.

An old "Prince of Wales" stove of 1865 bore testimony that the company is not a novice at stove-making, but has experience to prove that the stoves now made are the best possible. While making heating lines The Percival Plow and Stove Co. is also well known as the makers of "the best plow in earth."

CANADIAN NATIONAL EXHIBITION.—Percival Plow & Stove Co.'s Display.



CANADIAN NATIONAL EXHIBITION.—The B. Greening Wire Company's Extensive Wire Goods Display.

GREENING WIRE COMPANY.

For the first time in many years the B. Greening Wire Company, Hamilton, made an exhibit of the varied products of their big plant, F. Griffiths being in charge to meet the firm's customers who visited the display. One advantage gained was that many customers who were familiar with some of the Greening products through catalogue only were able, at the exhibit, to examine samples and get a complete idea of the extensive line made by the company. It was this varied feature of the company's activity which chiefly surprised the members of the Ontario Retail Hardware Association who paid a visit to the Greening factory at Hamilton last February.

On either side of the display were pyramids of wire cables of different sizes and on a table in the centre was a case containing an assortment of staples, together with coils of fine copper and bright steel wire. Behind this there was built up a large display stand, the centrepiece being an attractive board containing samples of all the various types and meshes of wire cloth manufactured.

Grouped around the exhibit were rolls of poultry netting from the smallest half inch mesh and 12 inch wide roll up to the 2 inch mesh and 8 foot wide roll. Fine wire cloth for cement makers use were shown side by side with heavy smokestack nettings, and tin milling cloths along with galvanized and re-galvanized cloths for fruit drying.

There was also an assortment of screen window cloth in green, black and bronze, the latter being rustless. The black, which has almost entirely replaced the green in the United States, is steadily gaining in popularity on the Canadian market, it holding the enamel better and taking a much nicer finish.

For fanning mills and threshing machines perforated zincs were exhibited along with zincs with triangular perforations for use in cleaning grains in the big elevators in Western Canada.

The new Simplex wire mats, which have been big sellers during the past season, were shown on the floor.

Large display boards contained samples of the chains made in the Greening factory, these including cattle and trace chains, halters, dog chains, wagon box and evener chains, hammock chains and tie chains with weights. With these were shown chain fittings, snaps, swivels and toggles.

In the background was wire reinforcing for concrete work and Greening's new patent trussed wire lathing. This latter line, while new, is becoming very popular and the makers are receiving many inquiries for agencies.

Rounding off the bottom of the display were riddles and screens of various kinds including heavy wire for coal and gravel, brass, galvanized and iron riddles, these being intermixed with coils of wire clothes lines.

The Greening Co., have issued a bound catalogue embracing all its general lines for the hardware trade, and in addition have sectional catalogues, which can be supplied to anybody wanting extra copies.

BRANTFORD ROOFING.

"We cover the top," was the watchword at the Brantford Roofing Co.'s display in the Industrial Building, and the way they covered the top of their booth was sufficient evidence that there was some ground for the company's claim. The booth itself, as will be seen from the photo, was quite elaborate, but many were seen looking in admiration at the attractive nature of the roof, and favorable comments were heard regarding the evolution going on in which even private residences are adopting prepared roofing in place of the unsatisfactory shingle.

Brantford "Crystal" roofing, which was used on the roof of the booth, is the highest grade they manufacture, and here it is worthy of note that a high authority in the roofing trade recently stated that out of 91 manufacturers of ready roofing in the United States only six use as good quality of asphalt as the Brantford Roofing Co.

Every inch of "Crystal" is made under great pressure to avoid the possibility of any part being insufficiently saturated. Then another coat of asphalt is used and a surface coating of Crystal thoroughly rolled in while hot. It will therefore be seen how impossible it is in "Brantford Crystal" for the small surface coating to rub off as is the case with the tar kind of cheap roofings.

Brantford "Asphalt" roofing is next in quality, it being made on a base of selected Wool Felt, especially prepared. The felt is first thoroughly saturated with asphalt by a special method which forces the preparation through the felt, so that every thread of it is effectively saturated. This leaves a composition densely compressed and very pliable, thoroughly coated on the outside with a superior damp-proof material which cannot evaporate. Its elasticity permits of any extreme of contraction or expansion without danger of the seams opening and cracking. It will stand any extreme of heat or cold, and having nothing in its composition to retain moisture, it cannot freeze, nor will it become stick and lifeless in the hottest weather. It is also claimed to be absolutely proof against the action of acids or destroying vapors.

Brantford "Rubber" roofing is specially suited for flat roofs, for sidings over rough lumber, or for verandah or deck roofs, when laid double and cemented. It is also particularly adapted for the top covering of flat Portland cement roofs, cement absorbing moisture and "Brantford Rubber" being a non-absorbant.

Mohawk roofing is in a class by itself on account of its quality and low price, it retailing for only $1.50 per square.

A model railway station was shown in the display, it being roofed and paneled with "Crystal" roofing, which is cheaper to put on a plain roof than shingles, the cost being only $3.50 per square, to which should be added about 50 cents per square for laying.

Another feature was a concrete slab to which was cemented a layer of roofing paper to illustrate how the moisture is prevented from coming through the cement by the use of Brantford building paper. A sample of asphalt was also shown, this material being liquefied by a high degree of heat, and the paper saturated with it.

Still another interesting exhibit was a "Brantford" roofing machine, by the use of which roofing is laid in almost human fashion. The machine is the only one of its kind and has been patented. It will be put on the market shortly.

At the back of the booth was a display of Asphalt paints for painting smokestacks, boilers and bridges, it wearing rather than drying off, the sun and atmosphere not having the same drying out effect on asphalt paint as ordinary oil paints.

CANADIAN NATIONAL EXHIBITION—Brantford Roofing Co.'s Display.

The Brantford exhibit was carpeted with rubber roofing, this taking the place of and wearing even better than linoleum. In this respect it is similar to "Branroco" waterproof felt which is made especially for underground waterproofing conditions, it being a non-conductor of heat or cold.

CANADIAN NATIONAL EXHIBITION.—The Moffat Stove Company's Display.

MOFFAT'S CANADA NATIONAL STOVES.

Entering the Stove Building one is immediately attracted to the extensive display made by the Moffat Stove Company, Weston, in the right hand corner, a position the firm has held for many years. And as the company confines its line exclusively to stoves and ranges the exhibit is not cut up into sections but is uniform throughout. As in other years one or more members of the firm were always on hand to assist the traveling salesmen and personally meet their retail friends who make the Moffat exhibit their headquarters.

Most prominent of all in the display of Canada National stoves and ranges was the Canada "B" steel range, which during the past two years has won wide popularity. The general style of the range is unchanged but new features have been added making it a more attractive seller than ever before. These include the addition of a beautiful top cresting with a bevel edge mirror in the centre and a new back of English glazed tile which can be supplied in three tints. The nickel on the Canada "B" is also worthy of special mention being finished like silver plate with no dead surfaces to collect dust.

Another centre of interest in the Moffat exhibit was the Canada National gas range, one model shown in a prominent position being fitted with a coal fire box attachment for heating the kitchen and, at the same time, warming a range boiler by connections from the waterfront. The fire box of the attachment was fitted with heavy linings and duplex grates and can also be utilized for burning waste matter. The gas range is complete in itself and independent of the coal heater can be used for cooking in both winter and summer, the combined range occupying a minimum of space. This model, however, is only one of about a dozen styles, including the ordinary square gas range with low oven, square with high oven only or with both high and low oven, extension table with high oven and the same with both high and low oven. The line also includes a reasonably priced range and three sizes of hot plates.

In taking up the manufacture of gas ranges the Moffat Company have, as usual in their products, shown an originality of design which is purely Canadian and not a copy of anything marketed in the United States. This originality has resulted in the design of Moffat coal ranges being copied by other Canadian makers but as the construction and dies of the Canada National gas ranges have been registered and patented it will be impossible for others to successfully imitate this line. Another feature is the use of machine molding, castings by this method being made alike and interchangeable, hand castings varying in weight from five to ten per cent. A simple one-piece burner is used fitted with a lever handle gas valve with spring adjustment workable in any kind of gas or pressure. The ovens are fitted with safety door catches to prevent explosions while flues are connected to every oven and top. A special catalogue devoted entirely to National gas ranges will be sent to any stove merchant or harwareman on request.

Many other Moffat lines were shown including the Nelson "B," a cheap range which has become very popular. The "King National" base burner also occupied a prominent position it being heavily constructed and yet a very handsome stove. It is fitted with a double fire pot and a special flue construction which makes the King National have double the bottom radiation of any competitor. The heat passes in one undivided sheet around a concave bottom, this giving a freer draft and more radiating surface.

The announcement of the additions to the Moffat lines made in Hardware and Metal some weeks ago brought many stove dealers to the Moffat exhibit to examine the innovation, and representatives of the company say that a large number of new accounts have been opened as a result of this investigation. Merchants who did not visit the display can have catalogues of any or all the Moffat lines on request.

ENTERPRISE FOUNDRY PRODUCTS

Arising from the ashes of the disastrious fire a year ago at the Enterprise Foundry Co.'s plant at Sackville, N. B., is a stove and furnace business greater than existed before, this being best proven by the fact that the company has in one year not only replaced its plant larger than before, had complete new patterns made and patented new improvements, but they have also invaded Ontario and the West and through their Ontario sales agents, Stewart & Co., 122 Wellington St., west, Toronto, have made their first display of the products of their foundry at Toronto Exhibition. And the display shows no evidence of haste. On the contrary the lines shown are exceptionally smooth and well finished goods, while there is a beauty of design which attracts all who have a taste for the artistic.

The "Enterprise Monarch" steel range probably attracted more attention than any other in the display, it being fitted with all the modern conveniences and having many points of merit distinct to itself, one of these being The Enterprise heat economizer which is one of the latest and most valuable inventions in kitchen ranges, it preventing the heat from escaping when the oven door is opened. This is used solely on the "Monarch," it being also equipped with the removable towel rod and side shelves which are a feature of all Enterprise ranges. The oven door thermometer is valuable in itself, but when read in connection with the cooking guide supplied on the front of the warming closet door, it makes perfect cooking possible with the "Enterprise Monarch." The controller damper is a valuable fuel saving device, being a combination of pipe damper and check draft. It is claimed to save at least one-third in fuel besides bringing the fire under as perfect control as a gas jet.

For a high grade cast range at a moderate price suitable for the farmer trade the Enterprise Company offer the "Royal Grand," it being fitted with removable nickel trimmings together with a removable towel rod running the full length of the closet and removable side shelves. An oven thermometer is fitted to every range and the distribution of heat in the oven is made uniformly even by the use of a divided flue which throws heat from the fire pot to each corner behind the oven before allowing it to escape.

Attention was drawn to the "Enterprise Magic" by one of this line being nickeled throughout, the beauty of the range attracting much attention. The "Enterprise Magic" is very attractive to the trade because of its many selling advantages and its reasonable price. It is also fitted with towel bars across the front of the warming closet and nickel shelves on the end. Another important point is the sliding draft damper at the end of the fire pot, this governing the baking, checking and kindling. The words directing its use are cast onto the top of the range and it is impossible, therefore, to make any mistake.

The "Sterling" is offered as a splendid value in medium priced ranges while remarkable value is offered in the "New Century," a small cast range for city use, it being very neat in design and a good leader to use against cheap mail order stoves. The "Rival Cook" was another moderate priced cook stove shown.

The "Enterprise Oak," made in four sizes, two with magazines, was also on display, it being one of the neatest and most attractive low-priced oak stoves on the market. The old style box stoves and ordinary heaters are being rapidly displaced by the oaks, which occupy less space, have a better appearance, are easier to manage and are of greater heating capacity.

The "Blazer" furnace, with its new fire pot, is another Enterprise line worthy of attention. The pot of a furnace is the vital point where great resisting power is required to ensure lasting power. And in the "Blazer" the pot is made in two sections, each one ribbed to add to its strength. In addition the upper section is made with a flange raised five inches above the top of the pot. This acts as a protecting guard to the steel radiator which joins the fire pot at this point, and entirely prevents hot coals and ashes lying against it and burning it out. It also provides an air space between the heat of the fire and the radiator, thus affording additional protection at a point where it is most required.

In addition to their selling agency at Toronto the Enterprise Company have a resident agent at Montreal covering Quebec Province as well as being represented in Western Canada by the Enterprise Hardware Company, Saskat[illegible].

CANADIAN NATIONAL EXHIBITION—Enterprise Foundry Company's Stove Display.

FINDLAY BROTHERS EXHIBIT.

Findlay Bros., Carleton Place, Ont., had a splendid location for their exhibit this year, right in the centre, next the aisle in the extension of the Stove Building. Stewart & Co., 122 Wellington St., West, Toronto, representatives for the firm in Western Ontario were in charge with both J. K. Findlay and Frank Donald, Carleton Place, personally on hand a large part of the time.

Most prominent of all in the display was the Universal Favorite Steel Range fitted with a beautiful inlaid tile high closet, other noticeable features being the nickel steel roll front door and handsome bracket with mirror mounted on top of the closet. The finish of this leader of Findlay Bros. is sanitary and easily cleaned while a thermometer and time guide for the cooking of pastry, meats, etc., is always furnished with the Universal Favorite. The manufacturers ask for an inspection of this high grade line by dealers who want something in which quality rather than price is the first consideration.

Occupying an equally prominent position was the Ideal Favorite, which is claimed to be the best value on the market as a reasonably priced and durable cast range. It is made in four and six hole sizes, the sectional tops being roomy, as is also the large, square oven, which is constructed on scientific principles so that cooking and baking can be done at the same time. Pure air is taken into the oven through the ventilated screen in the oven door, and the cooking fumes are discharged into the flue back and pass up the chimney. The oven bottom is made of heavy cold rolled steel and the flue construction maintains an even heat so that four potatoes of equal size placed in each corner of the oven bottom and one in the centre will at the proper time be uniformly baked. The tops are made in sections to provide for contraction and expansion, and are guaranteed against cracking or burning out. The coal linings are cast iron and are extra heavy. There is ample space all around the firebox for a free circulation of air, thus ensuring almost indestructible linings. The fire back is made in three sections, so should any section burn out it can be easily replaced without putting in a whole new back. When connected to hot water attachments the coal or wood linings are interchangeable and the duplex grates and all the linings can be taken out without the removal of a bolt or disturbing the water front. The Ideal Favorite is beautifully nickeled, the base and top bands being made of nickeled steel. All the nickel parts are well ventilated, and will not tarnish with the heat. Altogether the Ideal Favorite is a range which is bound to be a popular seller and give general satisfaction.

Findlay Brothers also exhibited a line of oaks, including the Cheerful Oak, the double heater attached to which is something new in oak stove construction, being very easy on fuel. The body is made with double lining of heavy steel with an air space between, the outside body being perforated at the base to enable the air supply to enter. The air is superheated in its circulating passage to the hot air outlet on the top of the stove to which a pipe can be attached to carry the heat to any part of the house. The Cheerful Oak double heater is made in two sizes, or without double heater attachment in four sizes, being nicely decorated and very durable.

Another line shown was the Winner Oak, a popular priced stove made in four sizes for coal or wood use. It is neatly nickelled, the body being made of highly polished steel, fitted with draw centre and shaking grate. The Winner is an attractive oak at a popular price.

Findlay Bros.' full line on display made an exceptionally good showing but special emphasis is made of the four leaders mentioned. Catalogues descriptive of the entire line can be had by sending a post card enquiry to the head office at Carleton Place or any of the branches at Toronto, Winnipeg or Calgary.

CANADIAN NATIONAL EXHIBITION —Findlay Bros. Co.'s Stove Display.

"JEWEL" STOVES AND RANGES.

The Burrow, Stewart & Milne Co., Hamilton, once again had an exhibit in a prominent position in the Stove Building, and that their line is being kept up-to-date was evident from a casual glance at the exhibit, a photograph of which is herewith reproduced.

None of the goods exhibited were finished with any extra nickel plating, but were shown exactly as they are regularly sold, thus avoiding any disatisfaction or misunderstanding that might arise among customers ordering stoves at the fair.

Among the new goods shown were the new "Dominion Jewel" Range, with loose nickel and plain trimmings, a very rich and tastefully designed range. The new "Ideal Jewel" base burner in two sizes is also a work of art.

A new Hotel Gas Range of massive proportions, for either artificial or natural gas was exhibited for the first time. This is probably the most convenient and complete cooking apparatus ever produced in Canada for hotel purposes. The "Royal Jewel" Steel Range and other well known lines were also shown.

The Burrow, Stewart & Milne Co., also make the well-known "Hamilton Jewel" gas ranges, and "Garnet Jewel" gas heaters, in many varieties and for either artificial or natural gas, as well as an extensive line of natural gas burners, air mixers, water heaters, etc. One style of the former shows the range with a side oven and broiler and steel undershelf. The oven and broiler are at a comfortable elevation, requiring no stooping , and are at one side of the fire, thus obviating the risk of being burned in stretching over the fire. The top cooking surface is low down and clear of obstruction.. Then there is the double-oven gas range, fitted with a giant burner, three single burners and a simmering burner on top, as well as double oven burners, with a patent safety lighter. The ovens are lined with asbestos and the bases are double lined. These are made in four sizes.

The Graves' Patent Lighter is used to light the oven burners of all "Hamilton Jewel" gas ranges. It is absolutely safe; all possibility of explosion being avoided, because the oven door must be opened before the burners can be ignited. Some of the gas ranges are fitted with a 5-gallon copper reservoir, which is heated with an independent burner. This style should be found convenient in country places where there are no waterworks systems.

"Jewel" warm air furnaces were shown in a separate exhibit. The firm also manufactures "Imperial" Standard Scales of all descriptions, warehouse trucks, curry combs, and other hardware specialties.

The manufacturing business of The Burrow, Stewart & Milne Co., was established in Hamilton in the year 1864, in a small building on Caroline Street, north of York Street. In 1868 land was purchased at the corner of Cannon and John Streets, and buildings erected there in which to carry on the rapidly increasing business. These buildings formed the nucleus of the present large plant extending on Cannon, Hughson and John Streets.

The founders of the business—William Burrow, Charles Stewart and John Milne—were all practical iron moulders, and began the manufacture of all kinds of grey iron castings, and put in a plant for the making of malleable iron castings, which part of the business developed rapidly, and the factory became well known as the Hamilton Malleable Iron Works, manufacturing saddlery and carriage hardware, curry combs, etc.

Shortly after moving to the new premises the firm began to make coal and wood cooking and heating stoves, and a few years later began the manufacture of weigh scales of all kinds. Later the manufacture of warm air furnaces and gas ranges and gas heating stoves and other lines was taken up, and the production of malleable iron goods was dropped.

The present officers of the company are John Milne, president; Charles Stewart, vice-president, and Robert C. Stevenson, secretary-treasurer.

CANADIAN NATIONAL EXHIBITION—Burrow, Stewart & Milne's Stove Display.

MORRISBURG'S SHEET STEEL INDUSTRY.

For the first time in history an exhibit of sheet steel products manufactured in Canada was made at the Toronto Exhibition, the display being located in the Stove Building and attracting much attention from stove men, roofers and tinsmiths who passed the display.

Sheet steel, 14 guage or thinner, either coated with zinc, (Galvanized) or plain (Dull or Polished in various colors), is now being manufactured at Morrisburg, on the Main Line of the Grand Trunk between Toronto and Montreal, 241 miles from Toronto and 92 miles from Montreal. This material, utilized for building purposes and by various manufacturers of metal goods, is the product of the only factory of the kind in Canada, the mill at Morrisburg being the pioneer in this line of industry in Canada, and at the present time is running without any protective tariff and in competition with the product from the mills in the old country employing low paid labor.

There is used in the Dominion of Canada between four and five million dollars worth of this class of steel products which heretofore has been imported, some from the United States, but largely from abroad, and it is to meet this growing demand and consumption in Canada that the present mill has been erected.

The method of manufacture of the thin steel sheets and plates produced at this mill it to first roll the steel into what is known as sheet bars, a semi-finished condition. This is Bessemer Steel, known as .10 carbon. The steel is cut from the bars into the required length for the length of sheet to be made, and is heated and rolled out to a given thickness. After this it is doubled over and re-rolled and sheared down to the proper size. At this point the sheets cling closely together in what are known as packs. They are now opened up and are run through rolls cold to give them a smooth surface, and are then heated in an annealing furnace to soften them, after which they are immersed in acid and water to remove any impurities on their surface, and are then ready for coating with zinc to make galvanized sheets. Some of the material however, is used after annealing, without pickling, when it is required in its natural black state.

In the various operations required to manufacture a ton of black plate, that is plate before it is coated, there is paid out in labor a considerably larger amount than that paid to manufacture a ton of steel rails or structural steel or boiler plate. The rails, structural steel and plate thicker than 14 gauge are all protected by a duty against the cheap labor abroad. Canadian and U. S. labor is the highest paid labor in the steel industry in any country.

The capacity of the mills at Morrisburg is now being doubled. Larger and heavier mills are being installed, and large furnaces, so that this plant will be able to turn out any size plate or sheet up to 36 inches wide and 120 inches long, and in any gauge from 14 to 32. The product of this mill, both in plain black sheets, polished sheets, and galvanized sheets and plate, is claimed to be equal to the best product from the best mills in any country. The supply of steel sheet bars are drawn from the same source as the American Sheet and Tin Plate Co. for the manufacture of "Apollo" and the Lysaghts, of Bristol, England, in the manufacture of "Queen's Head."

CANADIAN NATIONAL EXHIBITION—The Canadian Sheet Steel Corporation 's Display.

TINSMITHS' TOOLS AND POWER PRESSES.

A large model in wood of a pair of snips suspended above the booth of The Brown, Boggs Co., Ltd., Hamilton, was one of the first objects to draw the attention of the spectator on entering Machinery Hall. It was the central feature of that company's exhibit and told at a glance one at least of the line of tools made by this concern. The company are manufacturers of tinsmiths', cornice makers', range makers' and sheet metal working tools and machines of all descriptions, as well as presses, dies, etc., and machinery for can making and evaporating. As will be seen by the accompanying illustration, the exhibit showed a fairly comprehensive display of the various lines manufactured.

The material used in all their product is of the best, and the improvements are the very latest. The wearing surfaces of their squaring shears are large, and adjustments are provided to take up wear. They have graduated brass scales, and the knives are carefully tempered. These shears are made in every size up to 10 feet long, and for cutting up to No. 9 gauge steel. When desired a special back gauge will be suppled. These shears may be operated by foot or power. In jobbing shops where heavy sheet metal is used a desirable machine will be found in the combined lever punch and slitting shears for punching and cutting iron cold. There were circular shears, and shears for cutting parallel curves and for notching. In addition there were wiring machines elbow underneath and overhead gears, and as well there are gap, bevelling, parallel, inside cutting and slitting shears.

One of the features on the power presses, which attracted considerable attention was the Jones' patented press guard, a guard to prevent accidents to emp'oyes. The guard is operated in such a way that just prior to the downward stroke of the ram a guard moves rapidly over the face of the die, and pushes away any object; so that if the operator's hand happened to be in dangerous proximity to the die it would be brushed away by this guard, and an accident prevented. The insurance companies seem to look with much satisfaction upon this precaution against the loss of fingers.

The company also had on exhibit a

CANADIAN NATIONAL EXHIBITION.—The Brown, Boggs Company's Fine Exhibit.

For hardwaremen and tinsmiths, the tinsmiths' tools will naturally attract most attention. There were shown folding machines of various kinds—the Adjustable Bar Folder in two styles, a tin folder with foot lever for rapid work. Besides these there were sheet iron folders of several designs, and stove pipe folders, and folding machines for square boxes and square pipes; can top, bread pan, and wood roofing folders; wire cutters and bale formers, straighteners and benders; machines for forming metal window strips; beaders, improved gutters, stove pipe formers, and the hundred and one other requirements of the tinsmith and metal worker are products of The Brown, Boggs Co.

edging machines, beaders, crimpers and seamers. As well there were mallets, pan turners, swedges, roofing tongs of all kinds, spike pullers, cutting nippers, bench shears, snips of all kinds, hammers, punches, chisels, stakes, fire pots, gas and gasolene soldering furnaces, soldering coppers, and all the other tools in various shapes and sizes for doing any kind of work which tinsmiths and metal roofers are called upon to do.

In heavy sheet metal-working tools, large power presses, shears etc., the company are extending their field, it being their aim to produce the most perfect-working machinery, and neither time nor expense has been spared to accomplish this result. sult. There are squaring shears with new invention in the way of the Thomas sanitary preparing table and tomato scalding machine, for canning factories. These were finished off in white enamel, and certainly presented a very nice appearance. The company claims with the use of these that the canner can get one more can out of every bushel of tomatoes than with any other system.

They also claim that they are able to equip a canning factory in the most up-to-date and with the best labor-saving devices known.

The Brown, Boggs Co. have representatives in the United States, England and Scotland, and W. T. Standish, the Toronto agent, had charge of the exhibit at the Fair grounds.

CAN. NAT. EXHIBITION—Dunlop Tire & Rubber Goods Co.'s Display.

CANADIAN NATIONAL EXHIBITION—Berlin Woodenware Display.

DUNLOP RUBBER GOODS.

One of the finest exhibits in the Manufacturers' Building was that of the Dunlop Tire & Rubber Goods Co., Toronto, who, from a beginning as leaders in the bicycle tire business many years ago, have developed a many-sided business in all kinds of rubber goods, many of the company's products directly interesting the retail hardware merchant, while others are articles constantly required by the master plumber in his daily work.

Dunlop tires need no introduction to dealers in or users of bicycles or automobiles, although constant improvements make the line one about which there is always something to learn.

There were some surprises for hardwaremen, however, in rubber hose, the central feature of the exhibit, being a section of the largest piece of suction rubber hose ever turned out in Canada, it weighing about 800 pounds, and being 26 inches inside diameter. This was made for use on a sand dredge.

Garden and fire hose was also featured in the display, the Dunlop Company having developed a large trade in this department. The garden hose was shown on reels in 500-foot lengths.

That bicycling and automobiling does not complete the lines of sport in which the Dunlop Company are interested, was shown by the display of rubber balls, including the famous Dunlop golf ball.

A large showcase of small goods in the centre of the exhibit contained a variety of small lines, including plumbers' rubber goods, comprising, washers, gaskets, plugs, packing and similar articles, samples of rubber tile for bathroom floors were also shown.

BERLIN WOODENWARE.

The exhibit of the Berlin Woodenware Co., Berlin, under the Grand Stand was a special attraction for those interested in the use or sale of ladders. The company are the sole patentees, and manufacturers of the celebrated double-truss, steel wire extension ladder—a ladder that is in a class by itself. In adition to these the Berlin Company make single ladders, extension ladders, extension step ladders, common step ladders—in fact ladders for everybody, the extension ladders being in one, two and three sections, for all kinds of use. All these ladders while light are strong They are made of very select Norway and Georgia pine, or Douglass fir, the rungs being of ash, elm or oak.

The ladders should be useful and valuable for plumbers, tinsmiths and galvanized roofers, as well as fruit pickers, pruners, electric linemen, street railway men, railroad corporations, etc., and hardwaremen should find them a profitable line to sell. They range in length from 20 feet to 52 feet.

Besides ladders the Berlin Wodenware Co. made various seasonable lines handled by hardwaremen. There are the perfection clothes reel, lawn settees, rocking horses, clothes washers, hammock supports, ash sifters and haying forks.

THE MANSON CAMPBELL EXHIBIT.

The Chatham Fireless Cooker and the Chatham Vacuum Cleaner were two articles in the Manson Campbell Co's (Chatham) display, which attracted and held the interest of the women folk, and as well a goodly number of visiting hardwaremen. The cookers are made in two styles, the "Aluminum Gem," the cooker being of solid aluminum construction, and the "Standard Jewel," some of the vessels and plates only being of aluminum. Both styles are made in two sizes—two-compartment and three-compartment—although a standard jewel one-compartment may also be had.

The Chatham Vacuum Cleaner was the other article which drew wondering crowds. It is a compactly-built machine, and can be moved easily from room to room. It may be operated by electricity, from an electric socket, or by hand. It removes all dirt from any hard surface, and will even draw dirt up from the floor through carpets or other coverings. As well it may be used to clean walls, ceilings, furniture, draperies, curtains, bedsteads and a hundred and one other things. It is sanitary, eating the dirt and swallowing the dust, and is guaranteed to give satisfaction. House cleaning is made easy by its use. J. B. McKinnon, Toronto agent, was in charge of the exhibit. The company also showed kitchen cabinets (D. K. Lee, Toronto agent) and farm scales.

CANADIAN NATIONAL EXHIBITION—Manson Campbell Co.'s Display.

DOWN DRAFT FURNACE CO.

The problem of heating, ever an eternal one, comes near solution in the Down Draft Furnace Co.'s (Galt) products, which were seen in their exhibit in the Stove Building. First there was shown the down draft furnace, the principle of which, as its name implies, is a cast-iron pipe from the highest point of the combustion chamber to a point directly above the centre of the fire. This pipe is extended to the floor of one of the living rooms, where is attached a regulating damper. After the fire has been started this damper is opened, and the cold air from the floor is drawn down the pipe to the fire where the oxygen helps to consume the smoke and gases, which in other furnaces are thrown out the chimney. The furnace is thus practically an air-tight one, and it effects a saving of at least 15 per cent. in the consumption of coal.

This company is also makers of Premier stoves and ranges, and the Peerless Premier for coal and wood is one of the best lines. It is a 6-hole range, though it may also be had in 3 sizes and 3 styles. It is built on the lines of the latest designs in a cast iron range, and the ornamentation is semi-plain, of New England design. Other stove linings are Sterling Premier, a 4-hole range, for coal or wood; the Reliable Premier, a wood cook in 2 sizes and 2 styles; and the Premier Oak, in 3 sizes.

A decided novelty made by this company, are the Majestic coal or wood chutes for attaching to the sides of houses, and one of which is a necessity in a modern residence. Open or closed the door is locked automatically. The Model chute, an improvement on the Majestic, may be used to serve the purpose of a window as well.

CANADIAN NATIONAL EXHIBITION—Down Draft Furnace Co.'s Exhibit.

CANADIAN NATIONAL EXHIBITION—Electrical Specialties Co's. Display.

ELECTRICAL SPECIALITIES.

Electricity has a peculiar hold on mankind, so it is no wonder that the exhibit of Electrical Specialties, Ltd., Toronto, in the Industrial Building, always had a number of interested on-lookers. The trade mark of the company, the cat with the nine-lives, was worked into the decorations about the booth with good effect. The company are makers of X Cells Canadian Dry Batteries, used for open circuit work on bell, fire and police alarms, and only the best grade of raw material is used in their manufacture.

They also make X Cell igniters for gas and gasoline engines, for automobiles and launches.

The exhibit was looked after by Chas. Bradfield, who is in charge of the automobile and motor boat supply department, and he was busy explaining to one and sundry the advantages of the company's oar locks, chocks, cleats, flag pole sockets, deck legs, steering wheels, lamps and all the other paraphernalia known only to boatmen and auto enthusiasts.

At present the Specialties Company is working on a new catalogue, which will give in detail information regarding not only their X cell igniters, but also their supplies as well, and the company will be pleased to have hardwaremen and dealers write in for it. The Toronto address is 12-16 Shuter Street.

EMPIRE STOVES AND RANGES.

The Canadian Heating & Ventilating Company, Owen Sound, had an attractive exhibit of stoves, ranges, furnaces, and registers, which kept their demonstrators busy from the opening to the close of the Exhibition each day, in showing to the throng of interested visitors the many points of merit in the "Empire" line.

The leader in the exhibit was the "Empire Queen" range fitted with a unique device enabling the removal of the grate through the fire door. The tile warming closet was another important feature, the tile being firmly held in place by a frame which also sets off the tile and gives it a finishing touch. In the "Empire Queen" the flues are arranged so that heat passes twice around the oven.

The "Empire Chinook" steel range is also absolutely new being likewise fitted with draw-out grates and ash-door draft. It is a highly finished range at a moderate price.

The "Joy Malleable" range has been taken over by the company during the past year and with its established reputation as a high class range it is bound to be a big seller, particularly in Ontario and the West.

The "Empire King" furnace is made in four sizes, the No. 160 having many special features which make it particularly serviceable for six and seven room houses. A complete line of wall and floor registers were also shown in black enamel and nickel finish, the design being of Moorish origin.

CANADIAN NATIONAL EXHIBITION—Canadian Heating and Ventilating Co.'s Booth.

PERFECT MANUFACTURING CO.

The Perfect Vacuum Cleaner made by The Perfect Mfg. Co., Guelph, Ont., was strikingly set off in an exhibit in the Manufacturers Annex. This cleaner may be operated by hand, water or electric power and is simplicity itself. There is nothing about it to get out of order and it will last for generations of constant hard, practical use. It is easily operated—even a child can operate a hand-power machine. The "Perfect" cleans carpets, rugs, floor coverings of all kinds, upholstered furniture, bedding, etc., and it will remove the dust, fuzz and dirt from beneath registers, behind doors, corners, cracks, desks, trunks, from wall and ceilings, and in fact may be used in an innumerable number of ways, even to cleaning horses in a way no groom can accomplish. The dirt is sucked up into a bag in the machine, which bag may be easily removed and the contents burned. Dusting is not necessary after using the cleaner, because there is no dust stirred up. The "Perfect Cleaner" is a sanitary article, too, and is one of the modern health, adjuncts. Along with the dust and dirt are removed germs, microbes and bacteria, and the eggs and larva of vermin and insects, the furnishings being left healthful and clean. Hardwaremen handling these cleaners might make a point not only by selling to housekeepers, but might also recommend it for barns and livery stables, for cleaning cattle and many other similar uses. The Perfect Vacuum Cleaner is priced from $25 up, is guaranteed in every way and if after use the buyer is not satisfied with the machine the purchaser's money will be returned.

CANADIAN NATIONAL EXHIBITION—Perfect Mfg. Co.'s Exhibit.

WALKER STOVES AND RANGES.

Again located in the Stove Building were the Hall, Zryd Foundry Co., Grimsby, showing a large and neat looking display of the ranges and other products of their foundry.

The Walker Pilot Steel Range, made both in No. 8 and No. 9, with different sizes of ovens, was featured first. For the oven, steel is much to be preferred to cast iron, for the reason that it radiates heat more quickly, evenly and at less cost. For the fire box, reservoir casing, back flue, etc, cast iron is more durable, and is therefore used by the Grimsby Co.

The company has branch agents in most places of importance, but there may be some unfamiliar with its points of excellence, chief of which may be the long fire travel, the heat being taken to the back and divided to travel forward again, this having much advantage in keeping the oven warm. Some other points of merit are the following:—

Large square steel oven; balanced oven door at any angle; oven thermometer; ventilated oven; steel high shelf or high closet; balanced closet door; tea shelves; three-ring cover; broiler door; and fully twenty other improvements.

The "Pilot Success" furnace, made by the Hall, Zryd Co., is specially adapted for Canadian winters, for its heating capacity and fuel economy. It has an extra large air space between the fire pot and radiator, the latter being divided by a baffle plate, which makes the smoke travel twice around the radiator before entering the smoke pipe. This double fire travel means extra heating capacity.

CANADIAN NATIONAL EXHIBITION—Hall, Zryd Foundry Company's Stove Display.

CANADIAN NATIONAL EXHIBITION—Display of Alonzo W. Spooner,

SPOONER'S COPPERINE.

A new exhibitor in the Process Building was Alonzo W. Spooner, Port Hope, Ont., manufacturer of "Copperine," which he claims to be the best machinery box metal in the world—bar none. In other years Mr. Spooner has had his display in the Manufacturers' Building but he found his change to the Process Building, an advantageous move.

Mr. Spooner is the man who first introduced Babbit Metal to the store trade of Canada many years ago. Before that the foundries made composition metal, and people had to order from them. Consequently, Copperine has a moral claim to the support of the trade. Its patrons have always been fairly and honestly treated, and there are no travelers out selling to merchants and their customers, and appointing agents to compete with the merchant.

Many improvements have since been made in bearing metals but "Copperine" still bears the reputation of being the best metal extant. It has been so long before Canadian engineers, machinists and machinery owners, that its quality is unquestioned.

The hardware dealers who have been faithful to Copperine have the best trade and make the most money. Considering the quality, Copperine is the cheapest metal to use. Considering nothing but price the lowest grade price of copperine has other Babbits skinned to death in quality.

Sample orders are asked for by Mr. Spooner from hardwaremen not already familiar with "Copperine."

CAREY ROOFING AND COVERINGS.

An exhibit of merit in Machinery Hall, which called forth praise was that of The Philp Carey Co., whose Canadian distributing warehouses are in Toronto, Montreal and Winnipeg. They are manufacturers of roofing, paints and pipe coverings, and claim to be the oldest concern in existence, making combination roofing.

The Carey magnesia flexible cement roofing is not an experimental roofing, it having been made for the past quarter century, and always at the same uniform high-grade, regardless of cost or conditions. The proof of this is its durability, the roofing being guaranteed for 10 years without repainting.

The Carey Co. also make paints for exposed surfaces. Magnesia paint for felt roofs is an extra heavy material, which penetrates to the fibres as well as coating the surface, thus waterproofing and preserving the roofing; Carey's Black Asphalt Paint is an economical material for painting metal surfaces of all kinds; and Universal Coating is an all-round black paint for roofs, fences and underground exposures, as it is unaffected by moisture or dampness. The company as well make cold water paints and a cement composition in stick form called "Stop-a-leke" for repair work.

As makers of asbestos pipe coverings the Carey Company is known all over the continent, and their connection with plumbers and steamfitters is steadly increasing. The company's Canadian factory is located at Hamilton, and they have also several manufacturing plants in the United States.

CANADIAN NATIONAL EXHIBITION—The Philip Carey Company's Display.

CANADIAN NATIONAL EXHIBITION—David Maxwell & Sons' Display.

MAXWELL'S HARDWARE SPECIAL

Under the Grand Stand the David Maxwell & Sons, St. Mary's, had a neat display of several lines of considerable interest to hardware merchants.

The company manufactures seventeen styles of washing machines, and ten styles of wringers, and several types of these were shown, including machines for both power and hand use.

The "Favorite" churn was another line which was a centre of attraction, it being supplied in both styles, the double lever, as in the other machines and the foot and hand lever, with which only the "Favorite" is fitted.

Other Maxwell products in which hardwaremen were interested were several styles of lawn mowers and wheel barrows, as well as the handy bag truck. Catalogues of any of these lines will be supplied on request.

SUPREME HEATING CO.

In the Stove Building were shown a great many heating lines, but probably none attracted more attention than the exhibit of The Supreme Heating Co., Welland, Ont., makers of ranges, stoves, heaters and boilers. That the Supreme Range is a superior product was amply demonstrated every day at the Fair. It is the only range made in Canada having a combination chamber and smoke-consuming device, thereby producing secondary combustion, and effecting a saving of 50 per cent. in fuel over any other stove on the market.

The company also make the Supreme Oak Heater, a strictly high-grade heater. Every care is taken in its manufacture, only the best materials are used, and it is thoroughly tested. The Supreme Oak is made in five sizes. It is the product of experience, and has met with universal satisfaction. The Toronto agents of the company are the Canadian Steam Boiler Equipment Co.

CANADIAN NATIONAL EXHIBITION—Supreme Heating Co.'s Stove Display

AYLMER PUMPS AND SCALES.

The accompanying illustration of the exhibit of the Aylmer Pump & Scale Co., of Aylmer, Ont., which was located under the Grand Stand, reflects very great credit on the enterprise and push of this company, and shows a decided improvement over their exhibit of a year ago, which was the first exhibit this company had made.

It will be of special interest to the hardware trade to know that when this company purchased the business and plant of the Aylmer Iron Works Co., a little over a year ago, they were able, not only to associate with them men of long experience in the manufacture of pumps, but men who were able to put the necessary capital into the business to put it on a thoroughly sound financial basis, and thus insure permanency to the trade.

Their business has already increased to such an extent that an enlargement of their plant has become necessary, and increased up-to-date facilities for manufacturing will be added from time to time as the demands of the trade require it. If this indicates anything it certainly indicates that the quality of their goods is unquestionable, and the trade will do well to make enquiry of them before placing their orders elsewhere.

During the exhibition the company received at their head office orders for two full carloads of Aylmer pumps and scales, which indicate the popularity that their goods are already gaining.

Besides pumps and fittings the Aylmer Company make wagon trucks and hand-power elevators, butcher beams, canning house fire-pots, tipping and capping irons and general foundry work. Perhaps, though, as manufacturers of scales as well as pumps is the company better known among the hardware trade.

In trucks the company makes them with a capacity from 1,000 pounds up, a slight additional charge being added for boxes. The trucks are made from thoroughly seasoned hardwoods, and finished in natural wood or painted and varnished.

A recent product is an improved pulley extension ladder, which is strong, simple and light. Hardwaremen would do well to write for catalogues and price lists of lines that interest them.

CANADIAN NATIONAL EXHIBITION—Aylmer Pump and Scales Company's Display.

HARDWAREMEN AT EXHIBITION.

Among the hardwaremen from out of town who visited Toronto during the present week taking in the Exhibition and calling on the jobbers were noticed the following: T. Kyle, Stratford; G. A. Richardson, Guelph; J. Marshall, Dunnville; M. W. Connors, Madoc; Thomas Hill, Craighurst; J. Aspratt, Inglewood; T. Lenahan, Durham; F. Oberle, Formosa; A. C. Clemens, New Dundee; E. P. Crittenden, Brown Hill; A. Morison, Columbus; W. E. Sheppard, Sutton; J. J. McGill, Cavan; J. Gilliland, Baltimore; J. H. McCorkindale, Owen Sound; R. H. Corner, Pefferlaw; J. E. Johnston, Thornhill; Chas. E. Boyd, Simcoe; U. Kennedy, Preston; J. Schwartz, Formosa; S. L. Adolph, Listowel; W. J. Bell, Beeton; W. J. Cavan, Erindale; J. Shanahan, Phelpston; A. Cook, Leaskdale; T. Martin, Udney; W. Homeyer, Homeyer & Richert, Breslau, Ont.; A. J. Shaw, J. S. Mitchell & Co., Sherbrooke, Que.; H. E. Patterson, Patterson & Hilborn, Drayton; G. A. Ferguson, Ingram & Davey, St. Thomas; T. Carter, Carter Bros., Picton; C. S. Fennell, Thomasburg; H. Tomlinson, Tomlinson Brothers, Thornton; Chas. Reynolds, Bethany; T. H. Watson, Seagrave; C. C. Speight, Acton; J. Boyle, Boyle & Son, Napanee; E. L. Yerex, Little Britain; Jas. Munroe, Manchester; L. I. Hunt, Hunt & Son, Thorold; T. Stewart, Stewart & Son, Thistleton; G. M. Lyon, Weston; J. H. McCall, Vittoria; J. R. Myers, Stratford; C. Wettlaufer, Wettlaufer Bros, Bright; B. Chalmers, Palmerston; T. A. Keyes, Colebrooke; D. McConnell, Hillsburg; D. Denyes, Denyes & Son, Foxboro; J. W. Rork, Norwood; M. Chantler, Newton Robinson; A. Walker, Gooderham; S. McGregor, McGregor & Co., Caledonia; S. Fisher, Barton & Fisher, Pt. Arthur; E. E. Smith, Queensville; J. Watson, McCague & Watson, Stayner; Geo. McDonald, Elk Lake; T. Gabel, Gabel & Sturgeon, Bervie; Geo. Granton, Ethel; W. A. Matthews, Cannington; H. J. Jones, Uxbridge; J. J. Bruce, Nestleton Stn.; Geo. Roblion, Brighton; T. Anderson, Anderson & Skinner, Keene; J. Rothwell, Allenford; T. H. Rogers, Carnarvon; W. D. Stinson, Omemee; J. N. Umphrey, Udora; W. L. Curry, Rocklyn; R. A. Elliott,

Elliott & Co., Campbellcroft; J. McKillop, McKillop & Ferguson, West Lorne; John Treyard, Southampton; T. Shannon, Shannon Bros., Tara; M. Potter, Manvers Stn.; H. Hadley, Frankford; Allan Hill, Everett; Hughes Bros., Laurel; J. W. Kennedy, Georgetown; Geo. Hagerman, Zephyr; A. Schofe, Palmerston; Geo. Earl, Pusey; W. W. Leonard, Lakefield; A. H. Wideman, Markham; J. Preeter, Zurich; G. W. Benny, Carlton East; C. Sargent, Claremont; H. Lawrason, St. George; J. S. Willoughby, Cookstown; Thos. Lawrence, Lucknow; Jno. McKay, Chatsworth; W. W. Baker, Granton; J. Patterson, Patterson & Hilborn, Drayton; M. E. Nixon, Milton; Jas. Sheldrick, Hagersville; J. H. Harrison, Port Colborne; M. R. Somerville, Mt. Albert; T. B. Rahal, Norwood; C. Haskett, Haskett Bros., Markdale; Col. L. C. Wideman, Charlton; W. Holborn, Sutton West; W. Harrow, Uxbridge; E. A. Button, Stouffville; J. Douglas, Wroxeter; T. Creeper, Owen Sound; Jas. Purvis, Sudbury; C. Carnegie, Pt. Perry; Jno. McMillan, Guelph; D. Braithwaite, Blind River; A. Cameron, Beaverton; M. Weichel, Sr., Elmira; O. Ruppel, Elmira; Jas. Holmes, Woodstock; D. McConnell, Hillsburg; W. H. Pare, Blackstock; A. J. Outram, Port Hope; T. Paget, Unionville; C. F. Fawcett, Tweed; R. Blain, Brampton; W. Leitch, Deer Lake; Jas. Clarke, Brechin; H. E. Moore, Oakville; I. Schwartz, Commanda; H. Dickie, Pickering; J. A. Anderson, Morgantown; A. Smith, Campbellcroft; C. Staples, Kirkfield; Jas. Arthurs, Powassan; F. Carr, Thornbury; Geo. McKay, Cobalt; W. R. Proctor, Cobalt; J. E. Buck, Gormley; D. Thompson, Raglin; S. M. Carey, Corbetton; J. M. Winters, King; D. Brocklebank, Arthur; H. Lendon, Leamington; T. Smith, Bolton; D. N. Lawrence, Lucknow; C. C. Lee, Goderich, P. McNab, Claremont; D. L. Leek, North Bay; J. R. Hambly, Barrie; M. R. Summerfeldt, Mount Albert; Geo. McDonald, Elk Lake; J. W. Rork, Norwood; Alf. Allan, Newmarket; Wm. Haist, Grimsby; Jas. Dandie, Streetsville; Wm. Leach, St. Catharines; Jno. McKay, Chatsworth; F. Jones, St. Catharines; J. H. Cornell, Lynden; E. A. Roesgen, Dundas; Jas. Milne, Chesley; J. MacFarlane, Campbellville; Jno. Runge, Clifford; R. E. Little, Teeswater; T. Howell, Goderich; W. J. Trotter, Echo Bay; Thos. Watson, Sharon; W. A. Brock, London; G. S. Binns, Newmarket; Robt. Munro, Montreal; A. Duqie, Clarkson; R. F. Miller, Rainham Centre; A. H. Veale, Nestleton; T. R. Loughead, Gore Bay; J. McEachren, Douglas; S. McEachren, Douglas; J. Barfitt, Colborne; A. Ireland, Trenton; J. H. Ames, Morriston; T. Sinclair, Florence; I. E. York, Waterford; G. Thomson, Port Elgin; R. G. Simpson, Baillieboro; W. Deverell, Rathbun; Geo. Williamson, Simcoe; F. Clement, Lynden; M. E. Nixon, Milton; W. H. Dixon, Sprucedale; J. A. Henderson, Brampton; J. O. Hill, Oshawa; W. H. Dustan, Bowmanville; W. Suggatt, Valentia; J. Cowans, Chepstow; T. W. Lee, Enniskillen; R. W. Pickering, Zephyr; R. J. Wilken, Tottenham; L. Conn, Heathcote; C. Plank, Lorneville; H. Hutchison, Mono Road; G. A. Burns, Newmarket; H. Gilles, St. Jacobs; J. A. Blain, Guilford; H. Hutman, McIntyre; M. Secour, Woburn; T. Everest, Scarboro; J. McArthur, Priceville; J. H. Kennedy, Port Elgin; J. Ball, Warmiston; D. V. Trew, Springville; T. R. James, Cambray; J. R. Burn, Janetville; H. N. Heuhr, Heidelberg; W. J. Monk, Alton; S. L. McCabe, Lotus; J. W. McDonald, Emsdale; J. A. W. Allen, Newmarket.

EXHIBITION NOTES.

The Onward Mfg. Co., Berlin, had an exhibit of their sliding furniture shoes.

The Gurney Foundry Co., Toronto, had a unique mechanical display in the Stove Building representing the Arctic regions which attracted much attention.

The metal roofing firms were well represented at the Fair. The Metallic Roofing Co., Toronto, had a display in the Manufacturers' Building; and the Metal Shingle and Siding Co., Preston, and the Galt Art Metal Co., had exhibits under the grand stand.

DAVY FIRE ESCAPE WINS PRIZE.

The committee of the Commercial Travelers' Association and the Provincial License Department have awarded the prize for the best fire escape device, shown in the contest held on Travelers' Day at the Toronto Exhibition, to C. F. Davy, Utica, N.Y., The prize is $100, and was offered for the best machine or device that could be shown to be capable of operation by any person, whether or not they had ever seen it before. Mr. Davy's machine was the only one that combined the required efficiency with this condition.

The Davy Fire Escape.

The successful device consists of a metal frame and revolving pulley firmly fastened to the top of window-casing. Over the pulley runs a flexible steel cable, on either end of which is fastened a web belt. The pulley is governed by an automatic brake, which causes matter to move away from the centre when it is swung in a circle. The greater the power on the pulley, the harder the brake is set. The cable is wound on a light reel hung beneath the machine and to operate, this reel is unhooked and the cable thrown out of the window, then the person using the fire escape places the web belt around the body, under the arms, and steps out of the window, and the machine lowers him or her gently and quickly to the ground in absolute safety.

How Fire Escape is Operated.

While the first person is descending, the other end of the cable, with belt attached, is coming back again, and is ready to carry its burden to the ground in the same manner as the first, and so on until all are out. It is said that from a four-storey height one person can descend in ten seconds, and that ten persons can rescue themselves with one machine from the same height in less than four minutes.

The Davy fire escape has been patented in Canada, and an effort is being made to secure its adoption by the Ontario Government, as a result of its success in being the winner of the prize offered by the travelers.

The device is absolutely automatic, and if adopted by the Ontario Government, as seems likely, hardware merchants can make a profit for themselves by canvassing local hotelmen for the equipment of their houses with the apparatus. Descriptive printed matter can be obtained from C. F. Davy, 28 City National Bank Building, Utica, N.Y.

Have confidence in your employees until they prove themselves unworthy; but keep temptation out of their way, keep your eyes open, and remember when contemplating chastising, that a swift and sudden jolt is worth a hundred taps.

SITUATION VACANT

CLERK WANTED at once for hardware and stove business. Address, giving experience, salary and references, R. Hawkins, Smith's Falls. (38)

The Ontario Hardware Trades Farthest North

Representative of Hardware and Metal Visits Two of the Pioneer Stores at Matheson and Cochrane — Methods of the Hardwaremen in the New Country Described—Former Gravenhurst Boy Now a Big Man in the Rich Northland.

By Stan. Nicholson.

Painted in bold letters on galvanized iron, 8 feet by 3 feet, the words "Frank A. Child, Hardware and Iron Merchant, Stores at Matheson and Cochrane," blaze the trail of the hardware trade in the newest towns in New Ontario, the signs being part of the advertising scheme used by the tall, well-built, good-looking fellow, who, with his Matheson and Cochrane stores, has the two most northern outposts of the trade in the province.

Frank Child—he is called plain "Frank" in that northern country—is of the very best type of citizen of which

FRANK A. CHILD

Who sold his business at Gravenhdrst and has now stores at Matheson and Cochrane.

Ontario can boast. A pleasant faced, kind hearted gentleman, he is a prince of good fellows among the men in his district. Not only is he Justice of the Peace there, but he holds the important position of Crown Lands Agent as well.

Coming from Gravenhurst two years ago, when the business of "Child & Son" at that place was sold out, Mr. Child bought the first town lot in Matheson. It was in the middle of winter, but in the midst of cold and snow and all, he erected his store, and was doing business in it before the windows were in or the building completed. Last winter he repeated the performance at Cochrane, building a still larger store at the next town north.

The Matheson store is 24 feet by 50 feet and the Cochrane store 32 feet by 60 feet. In the former Mr. Child and one clerk have about all they can do to look after the business, while in the latter place three clerks are kept busy. The two stores are stocked with hardware and iron to the amount of about $14,000. Very little of this is shelf goods, as the trade here consists almost entirely of railroading and mining supplies.

A Hardware and Metal representative made the acquaintance of Mr. Child one Saturday night, shortly after the train from the south had pulled in to Matheson, bringing the much looked for mail. Seated at his desk in the rear of his store, Matheson's "J. P., Crown Lands Agent, and Hardware Merchant," laughed pleasantly as the writer told his mission, and remarked that he had just got his Hardware and Metal a few minutes before and was reading it at that moment.

"Trade is very good here," he said in answer to the writer's question, and he went on to tell something of the nature of the hardware trade, its advantages and disadvantages. "Taking it all round," he said, "I am more than satisfied—very well pleased in fact, with conditions up here. We are far out it is true, but we have all we can do of a good 30 day or cash business, and have no reason at all to grumble. Our stock, as you see, is nearly all heavy stuff, and if you could have seen the amount of steel and iron we have handled this year I'm sure you would be surprised. The railway contractors and mining men are practically all the customers we have—but they are good ones."

"Don't the contractors bring their supplies in with them?" the writer asked.

"Yes, but they're always running out of something," was the reply. "They don't know at all accurately what they want until they get started on the work. Often they will send in to us for six or seven dozen shovels, or picks, or other tools, and things of that kind. It is a little difficult to stock right, when you get a lot of such unexpected orders, but you get on to it and so arrange things that you can accommodate them, and they appreciate it when you do."

Mr. Child went on to state that he was in every way pleased with the north as a country to do business in. "It's a big country, with big people, and, incidentally, some nice big orders," he laughed good naturedly.

When the writer broached the subject of advertising, asking him how he got along without newspaper advertising, Mr. Child stated that the big tin signs along the right-of-ways of railroads and on the trails to the mining camps, were about the best means of advertising he had at his disposal, and he had reason to believe that it was a very effective one. At Christmas time he sends out attractive calendars, which in many instances are the chief adornment of the walls of mining and railroad camps, and prospectors' shacks.

And this successful young merchant of the north finds, as merchants in older parts of the province have found, that the best means of boosting business is to take particular pains to please customers. He studies just what is most needed by the prospector, the railroader, or the mine superintendent. These people who are his best customers are human after all, and often are inclined to forget something and Mr. Child helps them to think.

Frank A. Child's Hardware Store at Cochrane, New Ontario.

Construction will shortly be begun on what will be one of the finest office buildings in Calgary or the west. It will be known as the Leeson and Lineham block. The building will cover two full lots, will have six stories and basement, and its six stories will reach a height of 84 feet from the sidewalk. Hodgson & Bates are the architects for this building, which will be constructed at a cost of $100,000.

HARDWARE TRADE GOSSIP

Ontario.

The Cobalt Hardware Co., at Cobalt, have obtained a charter.

The Ontario Bennett Tunnel Machine Co., at Galt, have obtained a charter.

Roy Gammage, tinsmith, Ridgetown, is said to have sold his business to W. H. Goodhue.

Harry Morgan, of the Peterboro Hardware Co., left a few days ago for the west. He intends during the trip to visit Seattle and Edmonton.

A. D. Dame, recently sales manager of the Galt Art Metal Company has accepted a position with the Expanded Metal & Fireproof Co., Toronto.

Guy Quartermaine, of the Peterboro Hardware Co.'s staff, is spending his holidays with friends at Toronto, Hamilton, Buffalo and Niagara Falls, N.Y.

William Hooper, of McClary's, London, who is leaving for the west, was presented with a suitcase and wallet by his fellow employees of No. 1 tinshop a week ago.

T. A. Russell, manager and president of the Canada Cycle and Motor Co., Toronto, was cranking his auto the other day when the crank slipped and broke his arm.

Chas. Soules, who had been in the hardware business at Richmond Hill for the past four and a half years, has sold out to Mr. Batty, of Toronto, who took possession a day or two ago.

H. F. McIntosh & Co., Toronto, Canadian representatives for the Buffalo Manufacturing Co. and Tonks, Ltd., Birmingham, have removed their offices from 51 Yonge St. to 28 Toronto St.

A terrible fire occurred at Almonte last week, which caused a loss of about $175,000. Wm. Kaufman, hardware merchant, lost his stock and fixtures, including cash register. He carried some insurance.

St. Thomas received a cheque for $100 this morning from Frank M. Tobin, of the Tobin Arms Co., Norwich, Conn., which is to reimburse the city for the expense incurred in looking into the industrial proposition before the council some months ago.

The City Gas Co., Oshawa, recently made a showing of one order of gas stoves, which was sold to the Malleable Iron Co., to be placed in their houses at Storeyville. The order was for 34 stoves and gas lights, and required four double wagons to deliver them.

D. Cinnamon, Lindsay, had the misfortune to fracture one of his ribs while operating a gasolene launch near his summer home at Sturgeon Point on the Kawartha Lakes north of Lindsay. Mr. Cinnamon had just returned from the Hardware Excursion to Montreal, and visiting Toronto Exhibition.

A few days ago a large chicken or sparrow hawk in trying to capture a small bird, missed its prey and came against the plate glass window in T. J. Rahal's hardware store at Norwood with such force that it broke its neck, and fell to the pavement. Mr. Rahal picked the bird up and is having it sent to be mounted. The hawk measures thirty inches from tip to tip of its wings.

A. T. Fife & Co., Kenora, are opening a wholesale hardware business at Fort William, and hope to be ready for the fall trade. A new building is being erected. The company at present have a branch at Keewatin (The Keewatin Hardware Co.), and one at Nepigon (The Fife Hardware Co.). It is likely that The Fife Hardware Co. at Fort William will be the headquarters of the concern.

William Stratton, once a Toronto merchant, passed away at the residence of his daughter-in-law, Mrs. Annie Booth Stratton, 51 Summerhill Avenue, at the age of 74, death being ascribed to complications in which heart trouble was prominent. The late Mr. Stratton came to this country from England in 1852, and opened a hardware store on Yonge Street, near Bloor. He had, however, been living retired for many years.

Joseph Bennett, who was in Peterboro for two years as superintendent of the Cordage Department of the Canada Cordage Works, has retired from that position to accept charge of a cordage works east of New York City. Mr. Bennett has been successful as a maker of hard and soft fibre products, for the past thirty years—in Scotland, India, Cuba and the United States, having started the first mill in Chicago, the Deering Twine factory.

The Adamson Hardware Co., Orangeville, have a novel window display. The exhibit represents a 1,000 horse-power automobile. All the parts used in assembling the car are manufactured or sold on the premises. The wheels are made of corrugated elbows, and the seat is partially constructed of frying pans. The steering wheel is represented by a wooden bread plate, while a baking board serves as an efficient motor guard. The machine is provided with strong lanterns. Mr. Adamson, in explaining the fine points, stated: It is positively the last word in automobiles.

Alex. T. Crombie, a one-time well-known hardware merchant in Toronto, died on Sept 14, after an illness of about a week. The late Mr. Crombie had become a resident of Toronto 53 years ago. Upon his arrival from Scotland he accepted employment with the pioneer hardware merchants, Haworth & Co., of King Street East, and afterwards with Ridout Bros. & Co., at King and Yonge Streets. In 1867 deceased became a member of the firm under the name of Ridout, Aikenhead & Crombie, the business eventually being carried on by Aikenhead & Crombie. The late Mr. Crombie contined in business until 1892, when he retired. One daughter, Miss Crombie at home, survives.

Quebec.

Archie Macfarlane, Montreal, has left on a trip to the Pacific Coast.

J. S. Moire, and Mrs. Moire, Arnprior, have been on a visit to Montreal.

G. E. Jordan, of C. P. Moore, Sydney, N.S., has been on a visit to Montreal.

J. R. Durand, tinware dealer at Berthierville, has compromised with his creditors.

H. W. Benedict, of the Standard Paint Co., Canada, Montreal, has left for a trip to the west.

S. Macdonald, of the Lake Superior Power Co., Sault Ste. Marie, has been visiting Montreal hardware circles.

A. H. Brittain, Montreal, has gone west taking in the Canadian Manufacturers' Association convention at Hamilton on his way.

O. D. Ellis, sporting goods manager of the Van-Camp Hardware Co., Indianapolis, Ind., has resigned his position to become sporting goods manager for Lewis Bros., Montreal.

Fire in the hardware store of J. Sarrazin, 1399 St. Catherine Street East, Montreal, a week ago, did $4,000 damage. The origin of the fire is unknown. The premises were insured.

Western Canada.

Plans have been prepared by Dalton & Eveleigh for a three-storey warehouse for Wood, Vallance & Leggatt, at Vancouver, and the work of construction will be started shortly.

Owing to the increase in the volume of western business, the W. J. Copp, Son & Co., stove and furnace manufacturers, of Fort William, has decided to establish a branch sales department at Winnipeg. The branch will be in charge of J. A. Evans, a traveling salesman long in the employ of the company.

The Hockin Siddons Hardware Co., Moose Jaw, have a unique window display that is attracting the attention of sportsmen. Four wild ducks are seen in their native surroundings, and so realistic is the representation that a policeman was stationed in front of the store in order to protect the plate glass window from damage.

The last issue of the Manitoba Gazette gives official notice of the incorporation of the Western Radiators, Ltd., which will take over the business of the Portage Iron & Machine Co., Ltd., and will manufacture radiators. The capital is $100,000, and the directors are: G. B. Housser, J. O. Cadham, Jas. Fairbairn, T. A. Newman, A. Snyder, F. G. Taylor, Arthur Meighen, M.P., H. A. Stewart and J. J. Garland.

Maritime.

The Silliker Car Works, Halifax, is turning out cars for the T. & N. O., C. N. R., and the Anglo-Development Co., Newfoundland.

Robert Bert McLean, of the McLeod Hardware Co., Sydney, C.B., was married last week to Miss Nettie E. McLeod, daughter of Angus McLeod.

HARDWARE AND METAL

Established . . . 1884

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JOHN BAYNE MACLEAN - President

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PUBLISHED EVERY SATURDAY.

FINE STOVE EXHIBITS.

"Nowhere in America could be found such a representative display of stoves and ranges as were shown at the Canadian National Exhibition recently held in Toronto." This remark was made by a manufacturer, who has visited all the world's fairs, and a number of hardware exhibition held in connection with the state organizations of the Retail Hardwaremen across the border.

The Canadian National Exhibition is held at a particularly opportune time for stove dealers. The large attendence of retail hardware and stove dealers at this year's Exhibition shows that the trade are coming to realize that they can only buy to the best advantage by becoming acquainted, not only with the line they are selling, but also with the lines their competitors are handling.

PROTECT LIVES OF TRAVELERS.

Now that the committee of the commercial Travelers' Association, acting with the Provincial License Department, has announced its award in the contest for the best device to aid escape from a burning building, it is the manifest duty of the Provincial Government to fully satisfy itself that the fire escape device selected is thoroughly practical and then adopt regulations compelling all hotels and lodging houses to equip their buildings with the device.

Several hotel fires have occurred in Ontario during the past year and in at least two lives have been lost owing to the lack of proper life saving equipment. It should not, therefore, be necessary for the government to wait for another holocaust.

The Commercial Travelers' Association have performed a commendable public duty in bringing the agitation for fire escapes on public houses to a head. Their offer of a $100 prize for the best life saving device shown on Travelers' Day at the Toronto Exhibition, brought out a number of competitors, one particularly meritorious device demonstrated by a New York State man being awarded the prize.

Every public building should be equipped with a life-saving apparatus, but more particularly is this necessary in hotels and rooming houses where strangers lie down to rest in unfamiliar surroundings. Human life ought to be protected by the best device, regardless of the expense attached to the installation of proper equipment.

IMPROVE YOUR FIRE RISK.

Recent investigations by The MacLean Trade Newspapers go to show that in the matter of insurance there is not that careful consideration given by merchants and manufacturers to their rating which the best principles of economy would forcefully suggest.

In view of the instances which are being multiplied every day, in which reductions have been made in individual ratings as the result of some inexpensive precautionary measure, it seems proper to say that the merchant or manufacturer who postpones competent examination of his premises with a view to improve want of his risk, is certainly negligent of his own interests.

Where the local agents are competent men the merchant will have no difficulty in obtaining that information with reference to the constituents of his rating—where he is penalized and where he is credited—to enable him to improve those conditions on which his insurance is based.

It is intended to deal with this matter in detail, and there will be presented much information obtained from authoritative sources, which merchants and manufacturers will find of value in considering the steps suggested.

HOW TO TREAT "KICKS."

When a customer brings back an article he thinks defective or unsatisfactory, remember, keep your temper. Look the case over in a fair manner. It may be a just claim. Put yourself in his place. Before you say a word as to the merits of the case, decide in your own mind what you are going to do and have the nerve to stick to it.

For, if you say to a customer that you cannot allow for a claim and then argue the matter and finally give in, the customer has the same opinion of you that he would have had, had you refused to allow him anything in the first place, and the chances are he will think less of you.

It is probably best to be on the liberal side when a claim is made but is undoubtedly proper to do what you are going to do with as much despatch as possible and without a word of grumbling. Grumbling is what drives the customer away—constant grumbling on your part.

If you are going to replace the poor fruit, do it with the grace of a prince. Be pleasant about it and the customer will think more of you and will give you his business in the future.

STOVE MANUFACTURERS WANT HIGHER DUTY.

At a meeting of the stove section of the Canadian Manufacturers' Association during their convention in Hamilton this week, a resolution was sent on to the tariff committee requesting that an effort be made to have an export duty placed on all crude asbestos and nickel taken out of Canada.

At the present time Canadian stove manufacturers have to pay a duty of 25 per cent. on asbestos board and nickel used in the manufacture of stoves and ranges. It does not seem just that foreign manufacturers should be given an advantage of this kind, in view of the fact that Canada possesses about 90 per cent. of the asbestos mines which have so far been discovered. We also own the great nickel mines, and yet, in spite of these natural advantages, United States stove manufacturers have a distinct advantage in being able to purchase these two articles used in the manufacture of stoves 25 per cent. cheaper than their Canadian competitors.

Were an export duty placed on crude nickel and asbestos, United States firms would be compelled to establish factories in Canada for finishing the raw material, so that not only would stove manufacturers be benefited, but the whole country would profit by the acquisition of industries of this kind.

The duty on stoves and ranges entering Canada stands to-day at 25 per cent., while the duty on the same class of goods entering the United States is 40 per cent. Canadian stove manufacturers claim that when due allowance is made for difference in price of raw material, the real protection given Canadian manufacturers in this line is only about 14 per cent., and that even this is nullified by the devious methods adopted for avoiding the dumping clause, which is supposed to prevent foreign firms from dumping goods in this market at a lower price than they are offer-

ed for sale in their home market. It is apparent there is a real difficulty here. What is the solution?

A suggestion was made, and it seemed to meet with considerable favor, that the stove manufacturers should form a merger and in this way effect economies in production by turning one plant on base burners, another on steel ranges, and so on with other lines, and in this way do away with a good deal of the over'apping at present going on.

This, of course, is a large question, but it is evident from the stove manufacturers interviewed in this connection that it is not a new proposition to them, although most of them seemed skeptical of its feasibility.

DON'T SCATTER ORDERS.

Many merchants have the idea that the shrewd way to buy goods is keep eight or ten different firms in the same line dangling along with small orders to each one, rather than concentrating the orders with one firm, and trusting to that firm to protect them on prices.

Commercial travelers themselves will tell the honest seeker after information that the man who scatters orders doesn't get as good treatment as the man who throws his trade to one house as long as that house treats him right.

Consider just the one item of building up credit. It is better to do your business in one place, as far as possible, because it is better for you to owe money to one house than to a dozen. Having your account in one basket, you can watch that basket. Moreover, by centralizing your trade, you build up a solid reputation with that house for credit; you are recognized as a valuable customer, to whom the concern can afford to make concessions.

The representatives of that house, when they come to your town, will see to it that you are put next to all the things that you ought to know; the close inside information which the representatives of the big wholesale houses have is not distributed hit or miss, but goes to the concerns in which that house has an especial interest. If there are any inside figures to be given out, you will get your share of them. While a traveling salesman may now and then make a special cut to a new customer to get his trade, he won't keep the system up, and he will plan to get his money back in due time.

By concentrating orders, too, a merchant is able to make up enough of an order to save in freight shipments. If the merchant is patronizing a number of places, he may try to make up enough for a profitable shipment from each one of these concerns, taking the risk of over-ordering in some lines with the object of saving freight. The result is that he is "stuck" with some overstock, and loses more than his freight savings for a year.

LANGUAGE OF ADVERTISEMENTS.

A recent issue of Printers' Ink contains an interesting discussion on what would happen in a retail store if clerks talked to customers in the language of the ads. "What," is asked, "would be the effect of flowery phrases and glowing periods on prospective purchasers?" The article continues:

Whether it is that our ideas of what constitutes "good" advertising are undergoing a big change, or that people nowadays are influenced by a style of "talk" different from that which used to be considered sound, a kind of phraseology is creeping into present-day advertising that is overstrained, unnatural, exaggerated and empty, and that is surely tending to make advertising ridiculous.

Do we still believe with all the big thinkers of the advertising world, that in advertising you would write about your goods as you would speak of them face to face with a prospective customers? Is this dictum still an advertising axiom? You answer, "Of course it is." We all answer in the same strain.

But many of us continue blandly to write advertisements in the most bombastic language at our command. A ponderous style is objectionable enough in literature, and is doubly so in advertising copy. Commenting on this "Hardware" cites the following case:

A certain hardware company in a large city recently opened a lighting department. If a visitor to the store were addressed by the salesman in the language of the company's newspaper advertisement, the following is some of the valuable information that the prospective customer would receive:

Proper illumination has for its object more than the thorough distribution of light. Modern architecture and advanced ideas require that the lighting effect of a house or room be in harmony with and enhance the decorative treatment.

To anyone about completing a house or planning illuminating changes in their present one, we have some valuable lighting ideas which will materially improve the artistic value and undoubtedly prove a factor in reducing illuminating expenses without affecting the distribution of light.

Of course, no salesman would talk that way. He wouldn't consume seventy-nine words in three sentences. Short, crisp sentences convey definite ideas. If well-worded they are both clear and convincing. An elaborate piece of perfunctory rhetoric, on the other hand, overflowing, as it too frequently is, with words of unnecessary length and with alleged ideas that are little more than gross exaggerations which the advertiser himself does not believe and with which he cannot reasonably expect to convince even the most credulous of his prospective customers, is distasteful to the man of culture and incomprehensible to the busy man who is very properly unwilling to spend the time and effort necessary if he would discover the meaning which the writer is so ineffectually endeavoring to convey.

How's that for a horrible example? We might have written a longer or more involved sentence had we tried very hard, but it really isn't worth the effort. The books of Henry James can be consulted at almost any library.

But there is another kind of advertising language that should be avoided with almost equal care. We refer to that language of familiarity which so often breeds contempt. The following example of this kind of advertising is quoted literally from the announcement of a hardware merchant in a Nebraska newspaper last month:

Stop and cool off. In the mad scramble to pile up the "cash" perhaps you lose sight of life. Maybe the dough worries you so much "living" don't enter into your life. It's the little luxuries, the little additions to life, that make the complete day, that mark the real man.

When you make a can of ice cream, sherbet or ices in a freezer, when you get a big platter of it in front of you and a spoon in your hand, when it's so hot that it melts the "freeze" just a little, when all these come together, then you know life. Tastes good, now, don't it? Drop in or telephone for an ice cream freezer.

It may be that this merchant's customers are a rough-and-ready lot, but we believe that his advertising literature might be couched in somewhat more elegant diction without offending their sensibilities. And if this editorial should come to his notice, we hope that his own sensibilities will not be offended, either.

The W. A. Gay, who we announced a short time ago was unauthorized to take subscriptions for the MacLean Trade Papers and Magazines is not the Robert Gay, who for twenty years has been in the employ of the MacLean Publishing Co., and, who is likely to remain there for at least another twenty.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 90.

MONTREAL.

September 17.—Although the primary markets have been fluctuating during the week no price changes are announced locally. It is true that both tin and copper have been shaded for large size lots, but the average jobbing orders have been taken at last week's prices. Very good business has been done, and there is an encouraging tone to the markets. The larger users are buying heavily in order to provide for their future requirements, but the more numerous smaller men are still purchasing from hand to mouth. Their regular orders, however, mount up to a good aggregate, and the fact that they must come into the market no matter what price is obtained is a great source of strength.

Prospects look very healthy, and although stability to the primary markets would induce more business, it is evident that a lot of metal will change hands this fall. Jobbers are preparing for it by placing good contracts with the first hands, and altogether the outlook is promising. Heavy consignments are due from the Old Country, and much metal will be stored before the St. Lawrence closes. Consumers of pig iron who had to pay the heavy freights for pig iron early in the year, are looking a little further ahead this time.

The break in the English market in tin has continued, and, without an improvement, weaker prices may follow locally, although the good trade helps to hold figures. The unfavorable statistics published as to copper in the States, brought down the market especially in London where conditions are more speculative than in New York. It seems more than ever certain than the best cure for copper is restriction in production. Spelter is mounting higher than ever, with the metal under strong control. Lead seems a little stronger again. Altogether the primary markets, with the exception of spelter, are not by any means satisfactory.

PIG IRON—Importers of pig iron report good business with heavy contracts placed up to the close of navigation. Towards the end of last winter there was a scarcity of pig iron. Stores were depleted, and many consumers had to pay the extra winter freight from the coast. Those who were bitten then are naturally covering themselves more freely this time. Canadian furnaces are working at full pressure, and a good tone is in evidence. The United States markets continue to gain in strength, and the utmost activity runs through all branches of the iron and steel industry. Current business is in larger volume, and mills are getting better filled with tonnage all the time. All prices are firmer, including plates and shapes. The Old Country markets are not quite so strong, warrants showing a drop. Still conditions look not at all unfavorable, and the strong tone in the States has a sympathetic influence.

TIN.—Despite easier prices in the primary markets, local quotations for tin have not been changed for ordinary sized lots, and 33c. still obtains. For larger orders, however, shading has been done. The prices are, however, kept up by the good orders coming in. Smaller users are buying freely, while inquiries are improving. There is a good tone to the market, despite conditions in London and New York. The primary markets have been sagging since the recent strong advance. Legitimate consumption has fallen off for a time, and the reported heavy shipments of tin from the Straits was sufficient to cause the bear interests to get to work. The markets will probably be very speculative until the next Baca sale at the end of the month.

COPPER.—Jobbing prices are still quoted at 14½, although shading is being done for large size orders. Plenty of metal is being used, and the market has an encouraging tone. Inquiries are also fairly numerous. The New York market has developed further weakness, and unless an improvement takes place local prices must follow suit despite the demand. Producers' statistics for August show copper in a much less favorable light than for July. During last month both the deliveries for domestic consumption and for export have declined tremendously, while production has increased with the result that September starts with much heavier stocks than was the case in July. This increase in stocks, combined with the recent statistics as to the increase in European holdings make the position of copper very unfavorable. It is evident that producers, or at least the smaller interests, should restrict production so as to enable the consumption, which is not at all bad, to clear off some of the stocks. Copper should be given a chance.

SPELTER.—There is no change in Spelter and jobbing prices remain at $5.75. The market is very firm and the prospects are that an advance will take place as the English market is stronger, reaching the £23 mark. St. Louis is still steady. Orders for galvanized iron are coming in freely, and the market is very strong.

LEAD.—Lead is unchanged at $3.45, Trail $3.35. Orders are of better strength and users seem more interested in the market. The English market has been fluctuating, but on the whole has not gained or lost much.

TORONTO

September 17.—Trading is a little improved this week over the one just past, and as with all the primary and outside markets the local situation is better with prices more stable. There are no changes to report. Iron and steel keep on forging to the front with now and again some one or more manufactured lines increasing in price. Metal men are more satisfied this week with passing business, and express optimistic opinions about the future.

Activity seems to increase in the industrial field and from some soources the stocks carried are light, though hardly as low as during the early summer months.

PIG IRON—Some fine orders have been received this week for pig iron, and trading in all iron and steel lines shows up better than since the opening of the month. Prices are good, too, and the market is quite stiff on quotations. The advance in bar iron and other manufactured lines has not at all dampened business—rather the other way round. No. 1 Canadian foundry is about $20; No. 3 Middlesboro is $20.25, and Cleveland is $20.75.

COPPER—The price is unchanged. Lake and casting ingots are at 14c and 14½c respectively. There is a firmer tendency at present, though it cannot be denied that stocks are high because of the enormous production. Speculation still holds the red metal on the stock market. Local orders are good, and consumption in the United States is fair.

LEAD—Demand shows a little improvement, as do the English markets, though there is plenty of room for that. Prices are low, but rather more steady than last week. Domestic at $3.50 and imported at $3.60 are the local quotations for ordinary lots.

SPELTER—Both orders and inquiries are good—better than last week—and there appears to be a good feeling with respect to future trade. The quotation remains unchanged at $5.75. All the markets report a strengthening situation in this metal.

SHEETS AND PLATES—Trading has developed enormously during the past ten days, and shipments are going out daily. Prices are unchanged. Supplies in dealers' hands are pretty low. The market is decidedly firm.

TIN—Numerous orders came to hand this week, and they called for fair quantities, too. The expectation that tin would recover itself in the drop of ½ a cent last week has not yet been realized, for jobbers still quote 32c.

OLD MATERIALS—Buying by manufacturing and smelting interests opened up again fairly strong, but not sufficient to make any price changes. Dealers are still offering to pay for old lines at the figures ruling the month past as follows: Heavy copper wire, 11¼c; copper bottoms, 10½c; heavy red brass, 10¼c; heavy yellow brass, 8¾c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3½c; No. 1 wrought iron, $11; machinery cast scrap, No. 1, $16; stove plate, $13; malleable and steel, $8; old rubbers, 9c.

METAL NOTES.

The production of copper in Russia amounted to 10,306, 14,554 and 16,591 tons in 1906, 1907 and 1908, respectively, showing a steady increase.

There are 398 tin plate mills and 52 sheet steel mills in operation in South Wales and the total number of employees is 22,500. Large consignments of tin plates are exported to the Far East, China, and Singapore, and Canada and the United States.

Last year, according to the Metallesellschaft, the world's production of nickel was 12,800 metric tons of 2,204.6 pounds. This was a decline compared with 14,100 tons in 1907. The maximum production for nine years past was 14,300 tons in 1906.

HARDWARE MARKETS

MONTREAL.

Sept. 17.—A strong fall movement is now in evidence, and jobbers are satisfied with the way things are shaping. Booking ahead, except in lumbermen's supplies, and one or two other lines, continues light, but immediate delivery orders are coming in strongly, and some goods are being taken much earlier than is usually the case. Sleigh bells, snow shovels, weather strip, horse blankets, cow ties, and stable fittings are moving prominently.

There is a strong call for guns, and a much greater volume of trade in this line is being done than was the case last year. In fact, jobbers' stocks are getting very low, and delivery may be hard to obtain if the demand keeps up. There is a strong call locally for house-cleaning utensils, as householders are fast returning from the country, enamelware and tinware are also improving in demand.

A good sign of the improved general prosperity is the stimulation shown in mechanics' fine tools. When times are hard these tools are almost the first to show the pinch, and it can be taken as a sure sign, that when they are selling well that the depression has passed away. Builders' hardware continues to be in great demand, and it is evident that building is still booming.

The markets are firm all the way round, and unchanged. A confident tone is apparent, and travelers are much more satisfied as to their prospects than they were some time back. Dealers are also more inclined to extend themselves.

BUILDERS' HARDWARE.—A satisfactory movement is shown in builders' hardware, and lock sets, escutcheons, butts, and bolts are in heavy demand. It is evident from the ordering that building is very general, and that merchants are doing a good trade. Prices are unchanged, and we quote: Lock sets (inside) $4 per doz. and up, lock sets (outside) $12 and up, common rim locks $1.10 per doz., porcelain knobs $1.10 per dozen.

FALL LINES. — Although booking ahead is very quiet, there is a strong movement in immediate delivery orders, and jobbers are very busy in getting away the stuff without delay. Sleigh bells, weather strip, snow shovels, horse blankets, curry combs, cow ties, and burners are in improved call. Cutlery, and silver and plated ware are steadily improving, and evidently merchants intend to get their stocks in order in good time. House-cleaning lines show increased strength, especially locally, as there is now a growing consuming demand from householders returning to the city. Enamelware and tinware show improved strength. The markets generally are firm and unchanged.

MINERS' SUPPLIES.—The demand, while not particularly heavy, is of uniform steadiness and fair quantities of picks, drilling hammers, crowbars and powder are going out. The market is unchanged, and we quote: Miners' picks, 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound ; crowbars, 3½c ; drill steel, 8c.

BOLTS AND NUTS.—Some good orders have been received during the week. The market keeps firm and unchanged. We continue to quote: Discounts on carriage bolts, ⅝ and smaller, 70; machine bolts ⅝ and less, 60, 10 and 10; coach screws, 75 ; stove bolts, 80 and 7½.

SCREWS.—The demand is very good, and dealers report plenty of orders. The market is unchanged, and we quote: 85 and 10 off for flat and round head, bright; 75 and 10 off for flat head brass, and 70 and 10 for round head brass.

LUMBERMEN'S SUPPLIES.—Lumbermen's supplies are showing improvement. Dealers are evidently stocking up in much better strength than was the case last year. Reports as to lumbering prospects are very satisfactory. The market is unchanged, and we quote: Cant hooks, $12 a dozen and up; axes, $6.50 a dozen and up; axe handles, $1.15 and up; cross-cut saws (inferior), 25c per foot and up, better grades 43c per foot and up; axe wedges, 25c a dozen and up.

SPORTING GOODS.—The demand for guns continues very heavy, and stocks in jobbers' hands are fast becoming depleted. Ammunition, gun wads, knives, and other hunting accessories are very active. Skates, hockey sticks, snowshoes are going out well for immediate delivery. There has been an improvement in gymnastic supplies, while rugby football requisites are moving well.

SHOVELS.—Shovels are in fair demand, with the market steady. We continue to quote: First and second grades of spades, .60 and 2½,; 3rd and 4th, 50 and 2½; scoops, 1st and 2nd grades, 50 and 5, 3rd and 4th, 45 and 5.

WIRE.—Wire lines are moving better, some good orders being received during the week. Prices are still unchanged and we quote: Barb wire, car lots and mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots f.o.b., Montreal. Coiled spring fencing, $2.30; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealled and oiled, $2.25 base. Other lines $2.30 f.o.b., Montreal.

TORONTO.

September 17.—Demand is broadening and before the week is out will be about as brisk as early in the season before the hot weather brought a lull to trade. Booking for fall and winter lines continues and delivery next month is expected to be unusually heavy.

The orders received cover all lines generally. Of course, seasonable hardware is active, but builders' hardware, heavy and shelf hardware, and guns and ammunition partake of some share of the trading being done. Travelers are back on their routes. Orders from them are but beginning to come in. Nails are in big demand in the west and here in Toronto some big sales have taken place. Iron prices are firm. Country business is coming ahead, and before the Christmas season brings the year to a close it is expected that returns from the country trade will be excellent.

BUILDERS' HARDWARE—There is no let up in the local demand for all kinds of builders' hardware. Door and window sets for new houses have the first call, but some good demand is also made for broken lots of strong sets for repair purposes. Mechanics' tools are asked for in increasing numbers daily. All the other special lines in this class are in steady demand.

HOUSEHOLD GOODS—The call is changing to stovepipes, dampers, lifters, and other articles used about stoves, ranges and furnaces, as well as missing articles for repair and sorting the heaters themselves. Metal shingles and siding plates, too, are wanted in the country places. Housecleaning utensils are moving only fairly. Roofing paper is exceedingly active. Polishes of all kinds are opening up well.

FALL LINES—Lumbermen's supplies are being sought after, though the quantities in the various orders are small in number. Some are going to country hardwaremen, where lumbering on a small scale is being done. Poultry netting is coming to its own again, and axes and handles, snow shovels, scoops, sleigh bells, saws, chains, etc., make one appreciate the fact that winter is just ahead. Pumps, cow ties, hooks, lanterns, cider mills and presses, and roasters are other lines in demand. A great many wheelbarrows are also moving as well as picks.

HEAVY GOODS—Nails are badly wanted locally and out west. Orders persistent and insistent are asking for wire nails in large quantities. Bar iron is up $2 a ton and all the other iron lines show firmness and strength. Pipe is active, particularly in the smaller sizes, and structural steel in the medium lengths are fairly well in demand. Screws are becoming as much sought after as wire nails. Splendid business is being done in all heavy lines.

SPORTING GOODS—Guns and ammunition have things pretty much to themselves still. Hunting knives, jackets, cartridges and outfits generally, as well as camp, tents, camping outfits and supplies are beginning to move quite actively.

Always set a good example. An employer cannot lie to the clerk or to the customer and expect the clerk to tell him the truth.

Don't forget that it is not volume of business alone that makes one prosperous. It's making each sale yield a margin of profit.

The "Craig Idea" of Salesmanship Proves a Winner

How an Inspiration Put Into Practice Evolves New Principle for Selling Goods — The Misplaced Check Gives the Opportunity Which Makes the Sale—Made Out to the Wrong Company.

By Lynn Sumner in System.

When Woodruff stepped out of the western managership at Chicago to take general charge of sales in New York, four men fell naturally into a class by themselves as candidates for the vacancy.

Had you asked Woodruff specifically why they did, he would have told you you that Reeves had landed the big Wells-Burnham order for a hundred and forty machines at Milwaukee; that Langley had stood at the head in western sales for three months in succession; that in Toledo they said Hollowell could sell a Kingston typewriter to the gilded name on an office door; and that Craig —well Craig was the originator of the "Craig idea."

And now we will go back to the beginning.

Once down in Evansville, while perusing the day's news between his last call and train time, Craig had chanced to let his eye fall upon a single sentence in a verbose editorial on a pending alien exclusion act. "The best way to meet competition with cheap laboe," it ran, "is to shut the door on it before it gets in."

Now, personally, Craig knew very little and cared less about the faults or virtues of alien exclusion, but he did have a very real idea about competition. It was the most serious thing he had to contend with every day he sold Kingston typewriters. It had lost him an order for two machines that very morning.

His attention arrested, Craig went back and read that sentence again, and unthinkingly, because the memory of the morning's lost sale was still the uppermost thing in his mind, he read it: "The best way to meet competition with the Wentworth machine is to—"

And right there the "Craig idea" was born. On the train going up to Fort Wayne he began to develop it, three days later he had almost perfected it—it only needed application. And it was something like this:

Just for a moment Craig stepped back and in that moment the whole situation

"Once each week he made the rounds of the building."

flashed before him. The Collins Company had moved in while he was in Chicago; the Wentworth man, on the trail in his absence, had jumped into the breach and sold them, delivered the machine, and that man sitting there this minute was waiting for the check.

"Craig described the little comedy that had been played in the outer office."

But the check was not delivered! That was the point, and until it was—! A step and Craig blocked the window, searching his mind for the right move, the right word. And before he could formulate a syllable, the girl, in the most deliberate way in the world, handed him the check.

Sluggish words cannot follow the flashings of the mind, especially Craig's mind in that moment when a foolish little absent-minded act brought just a hope out of an utterly hopeless situation. But Craig was not the man to yield to stage fright, even when he was thrust like a startled understudy into the most dramatic part he had ever played. Carefully folding the check, he placed it in his pocket and then, turning back, "By the way," he said, "may I see Mr. Collins for a moment?"

"Yes, you'll find him there in the back office," the girl answered.

Craig stepped in briskly to find Collins dictating, the stenographer seated at his left, the shining new Wentworth on the stand beyond. And Craig noted with inward exultation that even at serious work this man carried just a twinkle of good nature in his eye.

"Mr. Collins?" he queries, extending his hand.

"Yes," said the other, grasping it cordially, "and what can I do for you?"

For answer Craig held out the mis-delivered slip. "I want to see you," he said, "about this check."

"Why, is there anything wrong with it?"

"Yes, there is something very much wrong with it. In fact, it is made out to the wrong company."

"I don't understand," Collins stammered.

"The point is this,"—a smile lurked in Craig's lips as he watched for the words' effect—"this check is made out to the Wentworth Company and I represent the Kingston."

Then, replying to Collins' puzzled look of inquiry, Craig described the little comedy that had been played in the outer office. And when Collins saw it all, he did not stop at a smile, he burst out laughing, first at the undeniable humor of the situation, then in enthusiastic appreciation of Craig's quick turning of events.

"Now, I don't want to make unfair use, Mr. Collins," Craig resumed, "of this simple accident that placed your check in my hands. But aside from the humor of the incident there is a very serious side to this transaction. You are paying $100 for a typewriter. When you do that you want, of course, the very best typewriter that money will buy, a machine the durability and capacity of which have been proved in everyday service.

"You don't buy a $100 office appliance every day and when you do you want proof of its efficiency, not alone through a salesman's words, but through demonstration of what that machine has done in other offices. In short you want that machine that the experience of others has made their choice, has shown them to be best. Do you know Mr. Collins that every machine purchased in this building since it opened has been a Kingston?"

"But that may be a testimonial not to your machine, but to your salesmanship," Collins objected.

"In the case of the first machine, yes.

But every Kingston stands or falls on its merits. Eighty per cent. of the sales in this building have been re-orders. One machine given a trial, sells others. I take to myself only the credit for being on hand to get the order."

"Which after all," Collins smiled, "is not the least important principle of salesmanship."

"Now, Mr. Collins," Craig went on, "I am not going to take another minute of your time. But I do want to ask you simply for an opportunity. I want you to hold this check on your desk until five o'clock this afternoon and let me put a Kingston machine in here on trial. If you are satisfied after I have demonstrated its qualities that it is the best machine you can buy, I want you to keep that check and give me one instead for the Kingston Typewriter Company. Will you grant that favor?"

"If for no other reason," Collins agreed, "than to give a clever man a chance to plead his case."

That afternoon when Craig had demonstrated the qualities of the Kingston and the stenographer had voiced her own approval of its ease of operation, Collins drew a check from the top drawer of his desk.

"I made this out just after you left this morning," he said and a smile prefaced the added remark, "I hope you will find it payable to the right company."

Down in the lobby Craig took care to change that "127" to "128" before he dropped his postal in the mailbox.

* * *

And now you know what the "idea" was that put Craig, instead of Reeves or Langley or Hollowell, behind the frosted glass in the Chicago office.

POINTS IN WINDOW DISPLAY.

It is at night when the outside world is dark that your windows will look the most attractive. For this reason, too, it follows that one of the first things to be seen to is that the window must be well illuminated. Nothing so surely kills off a window display as poor lights. And at the same time it may be stated that there is no other investment which will pay a merchant so well as good lights throughout the store as well as in the window, but if the lights must be cut down anywhere, let it not be in the windows.

The chief fault of the ordinary window display is crowding. Don't try to put your entire stock in your windows, but leave room for an effective arrangement of what you do put there. Too much stuff will defeat your purpose, which to call attention to the items displayed with enough force to make the gazer want to buy.

There is one more point. Do not expect a window display to sell goods indefinitely. Those who pass your place will get tired of seeing the same thing day after day. Give them something new to look at once in a while. Let them get into the habit of looking to see what you are going to offer them next. Sooner or later you will draw the fancy of the regular gazer and sell him or her something. If your offerings are made on the basis of attractive prices, make the price a part of the display. In most cases it is well to do this anyway, as the combination of the article and the price together sometimes make an appeal that one cannot resist.

Piping Methods in Furnace Heating

Republished From the Warm Air Furnace Handbook of the Federal Furnace League.

When the location of the furnace has been selected and the mechanic lines up his runs to cut in the collars, two methods are in common vogue:

(a) Line all collars from the center of casing, and if an offset is necessary make it in the pipe.

(b) Line the pipe as direct as possible from register box to furnace and cut the pipes in on the angles at which they intersect the casing.

(a) is the simpler in this, that each collar cuts in square and of full area. (b) requires more skill, since the collars are cut in on a bevel, and must be carefully fitted to look well. See illustrations, Figs. 1 and 2.

All cellar pipes should have an upward pitch of not less than one inch to the foot, and as much more as possible. Pipes should be as short as possible. There is no exception to this rule. Never mind if the bay window is at the opposite side of the room; get the warmed air into the room with just as short a pipe and as few bends as practicable.

Floor registers in lower rooms are preferable from an economical heating standpoint, and if side wall registers are insisted upon, the special patterns that admit of a box of equal area of the leader supplying it should be used.

Table of Capacity of Pipes and Registers

ROUND PIPES.

Diameter of Pipe Inches	Area in Square Inches	Diameter of Pipe Inches	Area in Square Inches
7	38	18	254
8	50	20	314
9	63	22	380
10	78	24	452
11	95	26	531
12	113	28	616
14	154	30	707
16	201		

REGISTERS

Size of Opening, Inches	Capacity in Square Inches	Size of Opening, Inches	Capacity in Square Inches
6 x 10	30	14 x 20	140
8 x 10	40	14 x 22	154
8 x 12	48	16 x 24	192
8 x 15	60	20 x 20	200
9 x 12	54	20 x 24	240
9 x 14	63	20 x 26	260
10 x 12	60	21 x 29	305
10 x 14	70	27 x 27	365
10 x 16	80	27 x 38	513
12 x 15	90	30 x 30	450
12 x 19	114		

ROUND REGISTERS

Size of Opening, Inches	Capacity in Square Inches	Size of Opening, Inches	Capacity in Square Inches
8	25	18	127
9	32	20	157
10	39	24	226
12	56	30	354
14	72	36	454
16	100	48	905

All leader pipes except one should have a tight closing damper inserted close to the furnace, and all turns and bends be made with a full sweep. For this purpose, adjustable elbows are preferable,

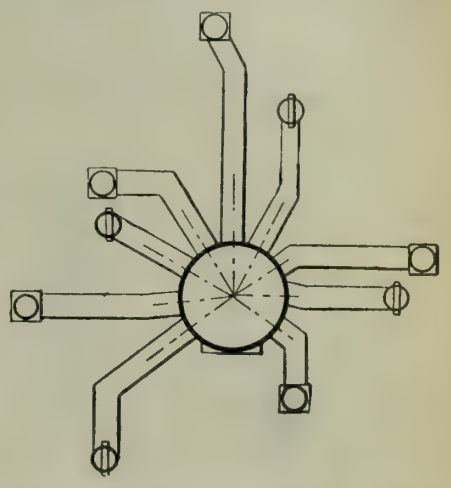


Fig. 1.—Piping Plan with all Collars Lined From Centre of Furnace.

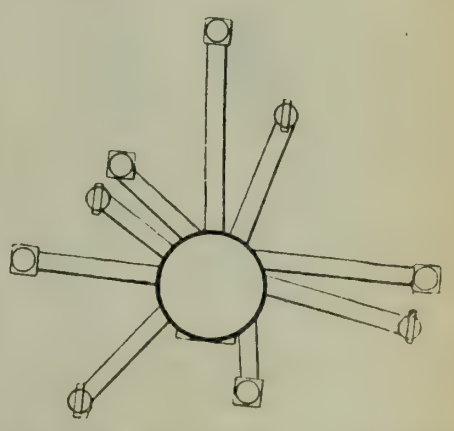


Fig. 2.—Same Plan with all Collars Lined from Register Outlets.

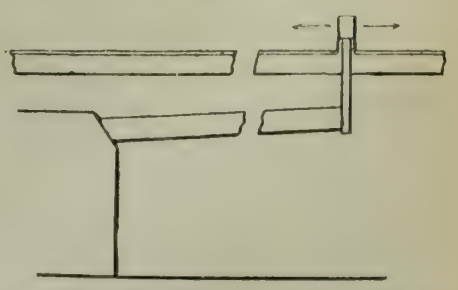


Fig. 3.—A Not Uncommon Type of Unsatisfactory Work.

since any angle or bend can be made with these without reducing the area of the pipes.

Too often one sees pipes loosely fitted and carelessly hung with wire, with

places covered with asbestos paper, telling plainly the story of the effort to cover up defective work. And if pipes, casing and air ducts are not tight, then it is reasonable to expect dust will show in the rooms above.

Building construction and competitive bidding often tempt the furnace man to violate nearly all laws of circulation, especially when connecting basement leaders to risers. A connection like that shown in Fig. 3 is so common as not to attract comment, but it is hard to see how it could be worse.

A 10-inch basement pipe is supposed to heat two small first floor rooms. Its capacity would be sufficient if properly erected, but will not as shown. The 10-inch riser is nearly horizontal and is in the way. The 10-inch pipe with an area of 78 square inches is cut into the bottom of a 4 x 12 partition pipe with an area of 48 square inches. The direction of flow is abruptly changed and the area so contracted that its efficiency is reduced by half. Two 10x14 registers are used with a net area of 70 square inches each, yet each register has air supplying area of only 2 inch by 12 inch, or 24 square inches. The contractor who installed this work used a large enough furnace, large enough basement pipe, large enough registers, indeed, too large for economy, but he made a failure of the work through lack of attention to the simplest form of practical construction.

The area of the riser is only 4x12—48 square inches. The entering leader is 10 inches—78 square inches. Yet the air moving along the leader is impinging directly upon the back of the square pipe and is deflected back upon itself radically interfering with the inadequate capacity the pipe already has. Fig. 4 shows illustrations of various patterns that overcome these difficulties.

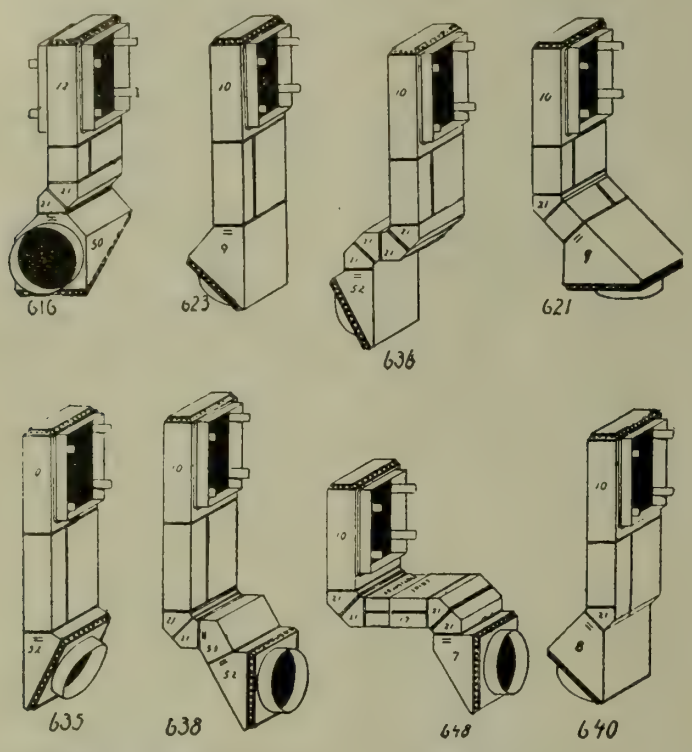


Fig. 4.—A Few of the Combinations That Can be Made with Stock Fittings of Double Pipe.

Tactful Salesmanship for Holding the Trade

Feminine Shopper Voices Her Aversion to Obstrusively Persistent Sales Person—Clerks Must be Diplomatic in their Dealings—Inclination of the Customer to be Studied.

It is sometimes a difficult matter for the merchant or salesman to view, through the eyes of the customer, the store in which they are most directly interested. It is equally difficult to have customers express opinions upon the conduct of the store as a whole. Their patronage may, very often, be considered sufficiently indicative, but unless something unusual occurs, affecting their comfort or unless their purses are directly concerned, customers seldom give a merchant an opportunity to see himself as others see him, and then it is likely to be discouraging.

Hardware and Metal has endeavored to secure an expression of outside opinion on this phase of the situation and, in reply to a query, "What do you consider the most agreeable form of salesmanship that you have experienced among the stores of your city," a lady residing in one of the larger cities, writes:

Bored by the Clerk.

"It is quite natural for a woman shopper, with plenty of time on her hands, to examine what is in sight in the department she visits before calling upon the salesman. She will find, however, that it is a difficult matter to conduct such a tour of inspection without being interfered with by a salesman. She cannot very well object to this when he proposes to ascertain her desires, or when she wishes to make an enquiry about goods, but when she has not made up her mind to buy it makes her uncomfortable to be bored by the persistent "butting-in" of a salesman anxious to make a sale whether she wishes to or not. This is excusable in a small store where space is valuable, but in a large departmental store it is nothing short of a nuisance.

"When a shopper has her mind fully made up before entering a store, she is not confronted by the same irritating process; she buys what she wants and departs. It is, I maintain, quite pardonable for a salesman to introduce new goods which he may think will appeal to the customer should she appear inclined to further examine articles at hand on the counter, but the salesman should be a close student of the disposition of his people. An obtrusive persistency may make a sale, but it will not make a regular customer. The shopper likes to exercise her own judgment up to that point where the knowledge of the salesman is essential to further enlightenments.

Ascertain Shoppers' Needs.

"I do not wish to be understood as stating that a salesman should not endeavor to ascertain a shopper's requirements as soon as she appears. He would be negligent in his business if he did not. His first duty is to ascertain whether he can be of any service. In the majority of cases he will find that the shopper has something on her mind and that, without proving obnoxious, but, courteously attentive and agreeable, he will finally obtain results. She may wish to see goods, but does not wish to buy immediately. An obliging attendance on such an occasion will give the shopper a favorable impression and she will not forget it. But no shopper likes to be made to feel that she has to buy in order to escape from the salesman.

"I would say, therefore, that the most agreeable form of salesmanship, and also the most effective, so far as my experience goes, is that which has been courteous under all circumstances. It must be trying for a salesman sometimes to preserve his equanimity. His whole attitude will suggest, however, that it is a pleasure to show goods, but not to get on the nerves of his customers. The tactful salesman must necessarily be a close student of human nature, with the ability to draw therefrom those deductions which will prove an asset in making and holding, rather than marring and losing, a customer. He will know when his suggestions are wanted, and will offer them in such a way that his customer will feel that she still knows what she wants.

Counts for Store and Clerk.

"I have endeavored to give you a description of the most agreeable form of salesmanship I have met with in the stores of this city. It is the salesmanship that counts, both for the store and the clerk, because once she has come in contact with it, the shopper makes note of it and she will return to do business there later on."

The above letter was handed to the head of a department in a large Toronto store, and he immediately declared that it voiced his sentiments on the question of salesmanship.

A Case in Point.

"Let me tell you of an incident which occurred in our store some time ago," said he. "A lady, apparently a stranger, entered and asked to be shown a certain line of cutlery. She was somewhat diffident about it, as she stated that she was not prepared to purchase at the time; just wanted to see the goods. The saleslady obligingly went through the stock for the shopper's benefit. When she was satisfied, she departed. We thought no more about it until, a couple of days later, the lady called and gave an order for $40 worth of goods. Now, it would have been an easy matter to have spoiled any inclination she may have had to enter this store again. She is now a good customer, and another thing about it, she always asks for that particular clerk when she comes to this department.

"We have always made it a rule of the store that salespeople must display as great enthusiasm in showing goods to a doubtful customer as to one who unmistakably comes to buy. When a person enters the store with the expressed purpose of merely looking through, he or she is never pestered out of their good nature by the obnoxious attention of clerks. A shopper may very often form a decision more satisfactory to herself if she is left alone than when a salesman interferes with her train of thought, so to speak. On the other hand, there are people who request suggestions, and then it is up to the salesman. If he is tactful, he will be all things to both kinds."

STUDYING CANADIAN CONDITIONS

Harrison Watson, London, Eng., is now in Canada, having been brought out by the Canadian Government to revisit this country and study Canadian conditions. Mr. Watson is a former resident of Montreal, where he once was with the Montreal Rolling Mills Co. He expects to be here until the end of October, and during the intervening time will cover the whole of the Dominion for his information. This is his first visit here for many years, and is, of course, for the purpose of studying our trade conditions, with a view to closer trade relationship with the Mother Country. Canada is becoming of more and more interest every year to Great Britain, and the better the knowledge that our trade commissioners have of us and our resources and possibilities, the more interest will the people of the Old Country take in us.

HARDWARE LETTER BOX

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Coal Chutes.—The Steel Trough and Machine Co., Tweed, Ont., ask us to advise them of the makers of a coal chute mentioned in a previous number of Hardware and Metal.

The makers of the chute referred to are The Down Draft Furnace Co., Galt. —Editor.

MOTOR WATER MACHINE.—Abercrombie Hardware Co., Vancouver ask for the name of a manufacturer of motor washing machines operating both washer and wringer by water motor.

We have been unable to learn of a satisfactory motor on the market for operating wringers, it being very difficult to overcome the trouble arising from the lumping of clothes when placed through the wringer.—Editor.

SHERWIN-WILLIAMS' TRAVELER PROMOTED.

Geo. E. Boomer, who, as announced in Hardware and Metal last week, was married on September 8, has been promoted from position of Eastern Ontario traveler for Sherwin-Williams Co. to position of Manufacturers' Sales Agent, with territory covering all the large manufacturing centres between Hamilton and Montreal.

The Sherwin-Williams Co. announce that their business with the manufacturers has necessitated increasing the addition of Mr. Boomer to this department of their business, while Mr. Boomer's former territory among the retailers in Eastern Ontario will also be divided, R. E. Stinson looking after the western section, and W. L. Massiah the eastern section, this division making it possible to cover the field to better advantage.

WINNING A CUSTOMER.

"I have often wondered," said a traveler, "how the small merchants in the side streets of a city manage to make their living. I know something about it now.

"A year ago I went into a little store on a side street to buy an article that cost me 12 cents when I finally got it. The first time I made my want known the merchant said that he had never kept the article, although it was in his line. He thanked me for calling his attention to it. He supposed that would not do me any good, but he would get it, for the chances were that some one else would ask for it.

"I did not call again for several days and when I did I went out of my way ten blocks. He knew me as soon as I entered his store. He said he ordered the article and expected it any day. He asked me to leave my address, saying that he would send the article as soon as he received it.

"I went into his place several days after, still going out of my way in doing so. The article was ready.

"What was the result? I have been going out of my way ever since for anything in his line just because the merchant had been so obliging. We became very well acquainted and one day I told him how I had become one of his customers.

"Why, he replied, that is the way I get my trade. If I didn't try to accomodate people who come in here I would have had to close up long ago.

"I suppose that is the key to the success of many of the little merchants in the off streets. It pays to be gracious."

POINTERS FOR DEALERS.

Property owners are just beginning to realize that fall is a most excellent season for outside painting. While it is true there are usually a few rainy spells in the fall, it is also true that there is a long period of good, dry weather, during which much outdoor painting may be done.

When you come to think about it, there is just as much or more rainy weather in the spring. Painters are bothered with sudden and heavy thunder showers, which have spoiled many a painting job started during the spring months. Then, again, painters are extremely busy in the spring; men are hard to secure and there is always a temptation to rush and slight the work.

During the summer weather brick and cement surfaces dry out thoroughly where there is not too much shade, and such surfaces are in better condition to receive paint in the fall than they were in the spring. Where a building is surrounded by trees and heavy foliage and is so shaded to prevent its drying out during the warm weather, the trees should be trimmed, also the foliage, and prepare the surface to receive paint. When paint is applied at the time when the sun is hot, the drying of paint is hastened and the paint film is not as tough or durable as when given more time to dry.

In the autumn there is a gradual lessening of the sun's heat, and during the cold weather the paint has a good chance to dry naturally. By the time the warm weather comes again, the paint is in good condition to withstand the sun's rays.

When everything is considered, it is strange that the advantages of fall painting are not more thoroughly appreciated. We are glad to note, however, a gradual change in sentiment, and we look for a time in the not distant future when there will be as much, if not more, painting done in the fall than there is in the spring.

Paint dealers should by all means take advantage of the many good reasons for fall painting and advocate the subject whenever possible, with a view of educating the property owner. It is perfectly safe to paint exterior surfaces during the autumn months.

Trade Gossip from Canada's Eastern Provinces

Turpentine and Wood Alcohol Industry in New Brunswick—"Back to Montreal" Week a Success — Renovated Montreal Hardware Store.

NEWCASTLE, N.B.

September 9.—James Feinbrook, of Chatham, N. B., now employs 80 men in his new industry for the extraction of tar, turpentine, creosote, wood-oils, alcohol, and other products from pine stumps, tree-tops, etc., in the woods of the Miramichi. In the course of a few months forty boilers and three distilleries will be in use and 300 men employed. The industry has its headquarters at McKenzie's Brook, eight miles from Doaktown. The testing plant has according to experts produced good results. Mr. Feinbrook uses a secret process discovered by himself. The work is done by charring and distilling. The inventor comes from the Baltic timber provinces. An option on Cain's River, a branch of the southwest Miramichi, has been secured, and boilers and plants will be erected at intervals of five miles. H. H. S.

MONTREAL.

Sept. 16.—"Back to Montreal week" brought many thousands of visitors to the city, and with the decoration of a large number of buildings, and the amusements arranged by the reception committee, a very enjoyable time was spent. Although there was no special hardware feature to the decorations, yet many of the dealers gave their windows

THE LATE E. E. BOUCHARD.

a "welcome" appearance, and plenty of extraneous trade was done in souvenirs and in other articles which happened to be cheaper in Montreal than in other places. The hardware trade generally encouraged the re-union, as they believed that while it would not bring much direct trade, still the city would benefit from the advertising.

General regret will be felt among the trade at the sudden death of E. E. Bouchard, who has represented Brandram-Henderson, Montreal, in the Eastern Townships for some 12 years. Born in Waterloo, Que., he and his family were well known in the Eastern Townships. Mr. Bouchard returned to Montreal from one of his trips, about three weeks ago, and although he was not feeling well at the time serious results were not anticipated. He decided to take a week's holiday, and while away his firm was shocked to learn that he had died suddenly. His funeral took place from the Notre Dame parish church, Montreal. Brandram-Henderson have publicly expressed their regret at Mr. Bouchard's death.

D. Drysdale, Craig Street, is showing a very neat window of tools. Amongst the various lines, a good assortment of the fret-working and picture-framing tools of Hobbies, England. Mounted neatly on cards the fret-working tools can be shown to advantage, while their bright appearance helps to lighten the window. Fret-working is a hobby that could be pushed with advantage amongst customers, especially during the winter. With various breast drills, planes, and other tools, Mr. Drysdale has a very neat window indeed.

Since the recent fire at James Walker Hardware Store on St. James Street, extensive improvements have been made, and although the work is not yet finished, the alterations are striking enough to astonish those who have not seen the store since the days before the fire. By a uniform color scheme, by the removing of the cash gallery to the side, and by the rearrangement of floor fixtures, an uninterruped view of the store from St. James Street to Notre Dame is obtained with the result that a better idea can be gleaned of the great length of the store. with prisms installed at the Notre Dame end, and a better treatment of the well in the centre of the building, plenty of light is now obtained, while with Tungsten lamps fitted in the interior is brilliant in the evening. With the gallery increased in width, the greater amount of floor area through the rearrangement of floor fixtures and changes in the stock floors, business is facilitated in all directions. When the other improvements now going on under the direction of Max Hill, manager of the company, are finished, the store will present a fine appearance. At a great cost an elaborate sprinkler system has been installed.

J. A. A.

Interesting Trade Items Gathered in Ontario

Hardwaremen Make Displays at Guelph Central Exhibition—Tinsmithing Active at Brantford—Boom in Stoves and Ranges at London—New Plumbing Regulations Proposed for Chatham.

KINGSTON.

Sept. 14.—C. R. Eberhard, of Toronto, is in the city, representing the Dennis Iron & Wire Works, of Toronto, having the contract for iron stairways and fire escapes at the Catholic Orphanage at St. Mary's-on-the-Lake. The work is progressing nicely.

City Engineer Craig is this week making a test of oil on the streets. The crude petroleum being used is secured in Toronto, and costs the city delivered, 7½ cents a gallon, or three cents more a gallon than it costs in Toronto. The amount to be used is 15,061 gallons.

"Some people have an idea that Chinamen do not spend money," remarked City Solicitor McIntyre, in the police Court, when several Celestials were before the court for refusing to pay the $50 laundry tax. "One Chinaman in my office to-day, showed me a bill for $90, from a local plumber." Chinamen evidently look after the plumbing necessary.

The new gas tank, being erected for the city, will, it is expected, be completed in the course of about three weeks.

Tenders are being called for the lease of the Kingston Government dry dock, for a period of twenty-one years. Tenders are to be in by Oct. 11. Vessel owners and the Marine Underwriters' Association have, for several years, been complaining that the dock has not the necessary facilities for repairs, thus detaining a vessel here much longer than it would be necessary, otherwise. As a result of these complaints, the public works department has been led to offer the dock for lease. It is believed that either the Canadian Locomotive Works Co., here, or the Collingwood Shipbuilding Co., will get it.

The experts appointed to determine the cost of supplying power to the street railway will conduct a test. The test will be 24 hours long, and will be for all power consumed by the city, the railway, and other consumers.

Kingston plumbers are looking forward to having a very busy season next summer, as the result of some stringent rules along sanitary lines, put through by the Board of Health. The order of

the board calls for this work to be done in 1910. E. G. B.

BRANTFORD.

September 14.—Turnbull & Cutliffe, "The big store on the corner," take a great pride in their display windows, of which they have no less than eleven, and a neat and artistic displays are arranged, which are frequently changed. Their windows this week show:—1, pails; 2, Buster wagons; 3, Jewel gas ranges; 4, washers and wringers; 5, Happy Thought wrought iron range; 6, Stransky steel ware; 7, farm measures and scales; 8, the Buck's steel range; 9, kitchen utensils; 10 and 11, mechanics' tools.

"Talking of stoves," said M. E. Cutcliffe, the junior partner, in speaking to your correspondent, "there has been a good demand for them lately, as well as for furnaces; our staff has been kept very busy in getting them set up for the winter months. But even more so than in the stove trade, the tinsmithing has kept us busy, we having secured extensive contracts in the roofing and metal ceiling trade. These include the metal ceilings for the Schultz Building and the Union Reality Co. Building, on Dalhousie Street, in which we are putting up Galt Art Metal ceilings, the ceilings in the Court House, and the metal shingles and sidings for the Brantford Cordage Co.'s new warehouse, and the three additions to the Cockshutt Plow Co. We keep 10 men in our tinsmithing shop all year, but now have our forces doubled."

Stoves are also being pushed by the other local dealers, The Telephone City Stove Co., W. H. Turnbull & Son, T. A. Cowan, and Elliott & Son, all having stove display windows.

A. Ballantyne shows a fine line of builders' supplies, for which there has been a very stead demand this year. The number of new residences which have been erected this year exceeds all previous years, and the hardwaremen and plumbers have reaped the benefits.

T. A. Cowan, plumber, steamfitter and electrical contractor, is now comfortably settled in his new quartrs on Colborne Street. The store is in a splendid position for transient trade, and is well lit up, and has much storage capacity in the rear.

The Brantford Gun Club, of which C. J. Mitchell, sporting goods dealer, was a member, won the Western Ontario Trapshooters' League. There has been a good demand for ammunition and goods this year.

Watt & Squire, Turnbull & Cutcliffe and Elliott & Son, are using considerable newspaper space in pushing their goods.

The suggestion of J. T. Holmes, re binder twine, in the last issue of Hardware and Metal was read with much interest by local dealers. "The trade in this is too much cut up here," remarked one prominent hardwareman, "the factories in this city make the farmers their agents, and get them to sign contracts in the fall, with the result that the local retail hardwaremen get "left." "There is little profit in binder twine in this city."

The Brantford Street Railway Co. will erect a combined power house and car barn in West Brantford.

Harry Cockshutt, general manager of the Cockshutt Plow Co., emphatically denies that there is any truth in the statement of a western paper that they would unite with Massey-Harris to fight the International Harvester Trust.

A contract has been made by the city with the Warren Bituminous Paving Co., to have East Colborne Street, from Alfred Street to Alexandra Park, Brant Avenue from Colborne to Church Street, and Market Street from Colborne to West Street, for $2.31 per square yard.

The Canadian Co-operative Movement has decided to publish a monthly journal in this city.

The Brantford Cordage Co., owing to increased output during the past year, will build a frame and metallic warehouse at a cost of $1,000.

Irwin's general store at Kelvin was robbed, and some cutlery and other goods stolen.

The manager of the Brant Portland Cement Co., denies that the company here entered the proposed merger.

T. B. C.

GUELPH.

September 14.—The Guelph Central Exhibition opened here this evening with a large number of exhibits of goods made by Guelph merchants. Prominent among the exhibits were those of local hardware men.

The Bond Hardware Co. have a large corner space at the left hand side of the main entrance to the Fair building, in which they are making a big display of household and farm hardware. They are showing some builders' hardware as well, but the feature of the exhibit is the fine arrangement of household goods, such as enamelware, with a large show case of silverware well to the front.

H. Occomore would have had an exhibit at the Fair this year but the stove company whose goods he was intending to display evidently made a mistake in their shipment, sending him stoves which he did not order, and which are no good for the Guelph trade.

S. & G. Penfold were well to the front with a display of carriages, stoves and cream separators. In their carriage display they have five different styles of buggies on exhibition. The separators they are advertising are the "Malotte" and the stoves the product of the Guelph Stove Company's Works.

G. A. Richardson has two good windows this week, one particularly fine one is dressed entirely with sporting goods, guns and ammunition. The other one, also very creditable, is dressed with brushes, brooms, and household requisites.

McMillan Bros. have a good display of enamelware in one of their windows this week. Every article is priced plainly and the general appearance of the window is a very suggestive one at this time of the year.

H. Occomore this week called the attention of your correspondent to a large white raised lettered sign which he has over his store in Upper Wyndham Street. The sign is made of zinc, enamelled white. It was made in Mr. Occomore's tin shop by his own workmen. The letters are made in sections soldered together before they were enameled, of course. It is one of the most attractive signs on the street.

The buildiog season in Guelph this year is not going to come up to that of past years. There are a few big buildings going up, but the feature of this season's building activities is the large number of medium and small residences which are being built by the people who intend to live in them themselves. The total amount of money being spent this year in building in Guelph is about $261,000. Besides this, however, the city is spending $130,000 in public works of various kinds, such as the laying of permanent pavements, sidewalks and sewers, and the installation of a new sewerage disposal works.

W. G. Howell, manager of the retail department of the Bond Hardware Company, stated to your correspondent that business is picking up considerably this week. Household requisites and building hardware are both moving out in quite a lively manner. H. S. N.

LONDON.

September 14.—Local hardware dealers report trade in builders' supplies and general hardware to be picking up and they are looking forward to a busy fall.

There is just now a regular boom on in the stove and range trade. McClary's down-town factory is running day and night, and it has been found necessary to cut out the Saturday afternoon holiday. The demand for these lines of manufacture from Western Canada is something unparalleled and is steadily increasing.

Travelers covering Western Ontario territory are in this week meeting their customers who are attending the Fair.

William Hooper, of McClary's, who is leaving for the west, was presented with a suitcase and wallet by his fellow employes of No. 1 tinshop on Saturday. An address was read by James Boyle, and the presentation was made by John Smith. Mr. Hooper made a suitable reply, thanking his friends for their gifts.

The display of stoves and ranges at the Western Fair this week is fully up to the standard. A unique feature of one of the exhibits is a paper stove-pipe, demonstrating the absolute absence of danger from fire.

The Pardon Hardware Company are this week making a demonstration in their Dundas Street store window of a safety razor, which is attracting much attention from visitors. F. T. Y.

CHATHAM.

September 14.—There is quite a bit of talk again of municipal plumbing inspection. The subject was urged at the beginning of the year by Mayor Westman. The proceedings of the waterworks board, where complaints regarding excessive water bills have been bolstered up by stories of leaky plumbing, are quoted as indicating the need for plumbing inspection system somewhat on the lines of that recently introduced in Vancouver. At present plumbing li-

censes are granted by the waterworks board without any examination as to the applicant's familiarity with either the theory or practice of the trade, and, though the board retains the right to revoke these licenses upon evidence of faulty work or violations of the water board's rules, the penalty has never been enforced. Leading plumbers are in favor of a system of inspection. "As it is now," remarked one recently, "any Tom, Dick or Harry can get a license, whether he knows anything about plumbing or not. The business is being overrun, and poor work is bound to follow. With competition of this sort, the only way for untrained plumbers to get business is by cutting prices and they can't cut prices without cutting also on the quality of the work. A poor job means constant repairs, and, while that might seem a good thing from the plumber's point of view, nevertheless the average plumber prefers to do a lasting job for a fair wage. Price cutting by the plumber means poor work for the customer—and a decent system of inspection would prevent either."

Several hardwaremen have been featuring home cobbling outfits lately, Westman Bros. having a window display this week. These outfits are fairly popular, there being quite a steady demand for them.

Mr. McKenna, of the Gutta Percha Rubber Co., is calling on the hardware trade here this week.

Owing to increasing business, the Canadian Wolverine Co., of this city, manufactururs of brass goods and plumbers' supplies, are installing a new 30-horse power gas engine in addition to the present 35-h. p. engine. This means a large increase in the factory's output in the near future.

Miss Anne McKinnon, of the J. C. Wanless office staff has been holidaying the last week at Toronto and Streetsville.

Difficulties have arisen between the city and the Chatham branch of Canadian Gas Power & Launches, Limited. The latter, when started some years ago as the Definance Iron Works, received a civic loan of $20,000 and exemptions on condition of employing a certain number of hands all the year round and repaying the loan in annual instalments. For some weeks past the Chatham branch has not been in operation and the last payment on the loan is overdue. The city threatens proceedings.

The Geo. Stephens & Douglas' hardware front is being brightened this week with a new coat of paint.

Miss Ethel Wickham, for some years past bookkeeper for Westman Bros., harewaremen, recently severed her connection with that firm to take a similar position in Flint, Mich. On the eve of her departure the Westman staff presented Miss Wickham with a pearl ring and an appropriate address. Her place is being taken by Miss Flora Maynard.

M. A. McIntyre, inspector for the Deering Harvester Co., visited the city last week.

John Anderson, representing Lewis Bros., wholesale hardwaremen, of Montreal, was in the city last week.

Leslie Webster, formerly of the Westman staff and more recently with E. C. Brisco, has left the hardware trade to take up insurance.

Rather romantic was the wedding of Wm. Meadows of the Windsor plumbing firm of M. Meadows & Son, particulars of which have just transpired. Though the happy affair took place quietly at Chatham on May 2 last, the truth only leaked out about a week ago. The bride was Miss Loraine Chauvin, daughter of Deputy Game Warden Victor Chauvin, and almost immediately after the ceremony went for a trip up the lakes with a newspaper touring party.

Walter Crasswellfer, employed for some years past at the W. H. Richardson hardware store, Essex, has resigned to accept a position in Taylor Bros'. store at Carleton Place.

Roy Gammage, Ridgetown, has sold his tinsmithing business to the W. H. Goodhue Hardware Co., of the same place, and takes a position on the Goodhue staff. W. D. McTavish will also remain with the Goodhue Co.

Alvin Liebrock, who has conducted an implement business at Wheatley for some time, has purchased H. J. Coulson's implement business at Leamington. Wm. Liebrock is continuing the Wheatley business.

W. A. Barr & Co., hardwaremen, Merlin, are erecting an implement warehouse 100 x 25 feet in the rear of their store. The new building is a substantial brick structure.

Paul A. Smith, Windsor, is starting in business under the name of the Windsor Gas Appliance Co., with store and office at 20 Pitt Street West, and will handle gas ranges, heaters, radiators, etc., and do gas-fitting work.

L. J. Ruth, Ridgetown, has returned from a trip to Toronto and Niagara Falls. Mr. Ruth conducts the Ridgetown Acetylene Machine Co., dealing extensively in machines for producing acetylene gas, in addition to which he does plumbing, gas-fitting, roofing and tinsmithing work.

The retail merchants met this evening. Winding up the Merchants' Picnic was the chief item of business. The cash statement showed a credit balance of $67.40, after all expenses paid. Incidentally, the good work done for the past two picnics by Eddie Dore was recognized by a little presentation, Picnic Chairman, Wm. Potter, reading an appropriate address, while Wm. Anderson presented Mr. Dore with a handsome watch fob and beautiful engraved locket.

The collection department returns show $146.41 collected for August, in addition to considerable amounts paid direct to merchants. A proposition to enlist the aid of manufacturers in securing collections was brought forward. It was urged that manufacturers are to a certain extent indebted to the merchants, inasmuch as, during dull seasons, the credit expended to employes who are out of work prevents them from leaving town and enables the factories to secure trained hands at the resumption of the busy season. The merchants felt that they had a right to expect reasonable assistance from manufacturers. The matter was left in abeyance, pending conferences with individual manufacturers.

B. L.

News From the Prairie and British Columbia

Carpenters' Strike at Winnipeg Seriously Hampers Building Trades and Hardware and Paint Business — Extensive Building at Vancouver—Waterworks Supplies Wanted at Victoria—B. C. Industry Enlarging.

WINNIPEG.

September 14.—In the Exchequer Court at Ottawa, recently, the Metallic Roofing Campany, of Canada, with headquarters in Toronto and Winnipeg, endeavored to secure an injunction against the Winnipeg Ceiling and Roofing Company for an infringement on their patent in the manufacture of metal shingles. The latter company affirm that the patent secured by the Toronto company was an imitation of the Winnipeg company's product. The motion for injunction was enlarged for two weeks when a vigorous attempt will be made by both parties to reach a final settlement. The metal shingle in dispute is extensively used in the west and is handled almost exclusively by retail hardware merchants.

The Canadian Westinghouse Company have bought property in a valuable wholesale section of the city where they have been granted a permit to erect a large building seven stories high. It is expected that the new premises will be occupied by the new year. The company will supply about $150,000 worth of equipment for the Point Du Bois power plant now under construction.

The carpenters of Winnipeg struck the psychological moment in the building activity to form the strike which has seriously delayed the completion of a vast amount of work. Operations had just reached such a stage when the final fall rush had commenced and the wily employes knew that the contractors were too anxious to complete their plans to refuse their staunch requests. Many employers have given the desired 45 cents per hour, but they have not signed yearly contracts with the men. This has resulted in only about 40 per cent. of the men returning to work and as a consequence much of the building which was to be completed by October 1 will be delayed until the winter.

Another serious effect of the strike was to injure the paint trade of the city. Little of the finishing and interior wood-

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

BUSINESS CHANCES.

FOR SALE.—Good hardware business in Southern Alberta. Stock about $3000; will either rent or sell store; anyone wanting a good start in a new town can have this stock at cost price. Apply Box 892 HARDWARE AND METAL. (41)

HARDWARE STORE TO LET in best business section of Montreal; rent $100 per month; the store is equipped with up-to-date hardware fixtures, which will be sold at a bargain, either with or without store. Apply Box 730, HARDWARE AND METAL, Montreal.

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, plumbing and tinsmithing. Stock $10,000. Geo. L. Lander & Co., Oshawa, Ontario. (40)

FOR SALE—General hardware business for sale at once. Stock $4000. Well situated in the north of Montreal. Apply, P.O. Box 144, Nominingue, Quebec. (38)

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

HARDWARE BUSINESS FOR SALE—Good live town, population 5,000; stock $6,500; only one opposition. Box 890, HARDWARE AND METAL, Toronto. (38)

MISCELLANEOUS

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

CASH AND PACKAGE CARRIERS.—20 years' experience inventing and building modern store service appliances. Our guarantee.—We will instal a system of our Carriers in your store; you use them ten days, and if you do not find that they give you better and quicker service than any other wire carriers, pneumatic tubes, cable carriers or cash registers, we will remove them at our expense. Write for catalog and testimonials from reliable houses using our carriers. The Gipe Carrier Co., 99 Ontario Street, Toronto, Canada. (tf)

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF YOU ARE A GOOD SALESMAN and can furnish satisfactory references we can place an attractive proposition before you whereby you can build up a permanent income. Give full particulars of experience and how you are now employed. Enclose references. Box 319, HARDWARE AND METAL, Toronto

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

PEERLESS CARBON PAPERS and TYPEWRITER RIBBONS are unequalled in writing, manifolding and wearing qualities. Our "Klear Kopy" Carbon was awarded a contract over 43 competing lines by one of the world's largest governments. All up-to date dealers in stationery, typewriters and office supplies handle our goods. Ask them or write us direct for prices and samples. Peerless Carbon & Ribbon Manufacturing Co., Toronto, Canada. (tf)

SHOW CASES AND STORE FIXTURES for every business. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept 10 Front St. East, Toronto.

TAYLOR-FORBES COMPANY LIMITED, Head Office, Works and Foundries, Guelph. Largest manufacturers of hardware in Canada. (tf)

WE HAVE eight rebuilt Visible Oliver Typewriters for sale. The price is $30 each, and at that figure they are a bargain and should not be on the market long. Monthly payments can be arranged if desired. The Monarch Typewriter Company, Ltd., 98 King St. W., Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

MISCELLANEOUS

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading, BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

THOUSANDS OF DOLLARS go astray in the mails every year. You should therefore insure against a possible loss by sending your remittances by Dominion Express Company Money Orders and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge. The Dominion Express Company also transfers money by telegraph and cable, and buys and sells Foreign Money. If you want to send money to any part of the world the Dominion Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (tf)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

HARDWARE CLERK wanted at once. Give references and experience. State salary expected. Apply A. W. Newlands, Ottawa. (40)

WANTED—A good live salesman for hardware and allied lines for town of 5000 doing farmers' trade. None but a hustler need apply. Address, P.O. Box 161, Ottawa, Ont. (38)

SITUATIONS WANTED

ENERGETIC young salesman of unquestioned ability and integrity, with successful retail and road record, wishes to represent manufacturer of merit in B.C. or the West. Address Box 893, HARDWARE AND METAL, Toronto. (41)

HARDWARE CLERK, two years' experience, wants better position. Full particulars on request. Box 891, HARDWARE AND METAL, Toronto. (39)

TECHNICAL BOOKS

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto.

work is ready for the brush and this also means that some of this season's work will be run into next season. A retailer said recently that his paint stock which he had anticipated would be depleted this fall would not be used up until the spring months. The paint trade is however in an excellent condition in other points in the west. The building and construction work is active generally and the merchants outside of Winnipeg up until the present moment have nothing to complain of regarding the builders' hardware and paint trade.

Robert Wyatt has definitely announced his retirement from the retail hardware business in this city. The business established many years ago passes into the hands of his son, A. E. Wyatt, who has already become popular among his fellow merchants. The passing of Mr. Wyatt from active business life is regretted by many merchants in the city with whom he is familiarly known. Having passed through the viscissitudes of early pioneer days, and having served his fellow merchants in an official capacity as member of the executive of the Retail Hardware Merchants' Association, there is perhaps no merchant in the west to-day more capable of giving good counsel than the one whose name passes into the records of the past. Mr. Wyatt was always highly esteemed by his competitors for his kindly disposition and wholesome leaven of his life.

H. F. Moulden, manufacturers' agent in this city has been acting as secretary for the "Back to Montreal" rally of September 15. Owing to the pressure of business, Mr. Moulden will be unable to personally attend the reunion.

L. A. Blackwood, sales manager in the wholesale house of Miller-Morse Company, has the sympathy of his many friends in the death of his wife which occurred on September 9. Mrs. Blackwood was suddenly stricken with pneumonia and died after a few days illness.

The Continental Oil Company of Winnipeg, have established a branch office and warehouse in Brandon, Manitoba.

W. S. T.

VANCOUVER.

September 11.—The new bridge across False Creek at Granville street was officially opened on Labor Day, and since then it has been in operation. The ribbon was pulled by Lady Grey, after which the Governor-General pronounced the words for which Fairview has waited for many years. The chief points about the bridge, which cost over half a million dollars, are that all the materials came from Canada. The steel was rolled and fabricated in Canadian mills, the timber was of Douglas fir, while the architect, J. A. L. Waddell, at present of Kansas City, originally came from Port Hope, Ont. The builders were Armstrong, Morrison & Co., a Vancouver firm. The bridge is a high level, with double street car tracks and two roadways, with sidewalks on either side. It is just twenty years ago that the bridge, which the new structure has replaced, was opened. It cost $22,000, and people in the main part of the city on that occasion took exception to the expenditure, declaring that there would never be enough settlement on the south side of False Creek to warrant spending so much money. To-day, a very large part of the population is on that side of the creek, and two bridges are now used to supply them, without mentioning two other bridges at Cambie street and Westminster avenue.

When one reads of the permits for one week being such and such a figure, one does not get an idea of the large amount of building going on. A trip in the outlying portions of the city helps one to realize how rapidly the city is reaching out, for there is building on all sides, extending right into the woods. The value of the permits issued last week totaled $306,285, two large structures being included. One of these was the Baptist church, to cost $75,000, and the other a reinforced concrete building on Water street for Leeson, Dickie & Co., to cost $85,000. Even without these, the total would be rather large.

Bayfield & Archibald, of this city, are to supply the North Vancouver municipality with a new steam wagon for general corporation use. It will have a capacity of five tons, and on the level or less-steep hills it can haul a trailer with an additional four tons capacity. It will travel at a speed of from six to seven miles an hour. It is calculated that a greater saving will be effected than if the municipality used the old style horses and wagon.

VICTORIA.

September 9.—A new theatre for Victoria is the next sign of growth of population. The Pantages Theatre Co. have decided to erect a fine new theatre at a cost of $40,000. It will have a seating capacity of 1,200. A good site has been secured on Broad St. and work will commence at once.

To meet the increase in its business, the B.C. Pottery Company will expend about $30,000 in enlarging and improving its plant in Victoria West. Four additional 30 foot kilns and a lot of new machinery will be put in. A new sewer pipe press, a 19-foot drying pan and a 28-foot wet pan are also to be added to the plant. All these improvements have been made necessary in order that the company may be in a position to cope with its rapidly increasing business, consequent on the large demand for sewer pipe in the city and vicinity.

The city purchasing agent has awarded the contract for pig lead to Robertson-Godson Co., Vancouver. The amount required being 20 tons.

The city water department is calling for tenders for the supply of steel piping for use on the extension of the distribution system. Heretofore, the pipe has always been of cast iron, but the special committee of the council appointed to look into the merits of what is known as Mannesiman weldless steel tubes has recommended that such be adopted. The tender calls for the following quantities: 2,500 feet 12-in, 15,000 feet 8-in, 20,000 feet 6-in, 50,000 feet 4-in. The pipe must be delivered in thirty feet lengths and double coated inside and out with asphalt solution. Delivery must be made by Mar. 15 next. Tenders have to be in before October 11.

Tenders for 2-in. galvanized water pipe were received from the following: Colbert Plumbing Co., $16.90 per 100 ft; Hickman Tye Hardware Co., $18.91; Bownes & Co., $17.70; E. G. Prior & Co., $19.50; B. C. Hardware Co., $19.30; C. M. Cookson, $16.00; Walter Fraser & Co., $19.30; Andrew Sheret, $18.20. The tenders were referred to the plumbing and purchasing agents.

W. B. C.

BEWARE OF THIS "FAKIR."

A correspondent from one of the towns in Ontario writes Hardware and Metal asking us to warn the plumbing and heating trade of a "fakir" who is going through the country trying to do the trade. His letter without names is as follows:—

"A few days ago, a stranger, with a Hebrew-German accent, called in our store, and asked for the boss. He represented that he was a well-to-do farmer who was building a new house about ten miles out on such a road, and that Charley Bell, a well known carpenter, was doing the work. He (Bell) recommended him to come to us for hot water heating, plumbing, etc., for an up-to-date house. He wanted us to go out next day and size-up the job and name our price, as he wanted US to do it. He also picked out a range (the best we had); and took a cut of same to show the "old woman." He had, or drew, a rough sketch of the house, showing bath room, etc

"He had sold sold some fat cattle to the butcher on the corner, to be delivered in two days, and a lot of hogs, next week. He was just going over to the sawmill, to pay for the lumber. He goes and returns and the lumber costs more then he expected which leaves him with hardly enough to buy the beer for both (which I declined). He returns and asks a favor of $5 till to-morrow, "when you come up.."

"I found on investigation that there was no such man, farm, or new house. To-day while sitting in an office waiting for another merchant to wait on a customer, I heard a voice that caused me to listen, when the same old story was told under a different name. I heard the merchant make arrangements to go next day. The man then picked out the best range. I could not control myself longer, but went down in the store and denounced him as a fraud, and seizing hold of him said I would have him arrested as such. As soon as he realized who I was he bolted for the door, taking me with him, but he got away without me. Of course, I should have laid a trap for him and have had him arrested, but could not control my feelings longer.

"He puts up the best story of any "fakir" I have run across. I would like the trade warned so that they may be on the look out and have him caught."

A. B.

"V" GRIMP-ROOFING CORRUGATED IRON

METAL SHINGLES AND SIDING

PAINTED AND GALVANIZED
Made from Best Quality Steel Sheets

This is a profitable line for you to handle

WRITE FOR OUR PRICES

The Winnipeg Ceiling and Roofing Co.

MANUFACTURERS
WINNIPEG, - - - - - MANITOBA

THE FALL IS
THE TIME TO

PAINT

Because the farmer has money to pay cash for his goods, thereby profiting you, Mr. Dealer. The wood he paints is dry and the better results are gotten, and your customer is satisfied (more so if he uses *Stephens'* Paint). Mr. Dealer, it's all to your interests to push paint at this season. Let us help you. We are in a position to do so by our immense advertising; by prompt shipments in any quantities. Manufacturing as we do, we are never out of anything, and can always ship the same day we receive your order. Write us to-day re our Agency proposition.

G. F. STEPHENS & CO., Ltd.

WINNIPEG and CALGARY

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

Prompt Shipments

The Heating Contractor who is in close touch with his work appreciates that it is a serious matter to be held up on deliveries at this season of the year.

Our stock of

Furnaces

Combination Heaters

Hot Water Boilers

and

Steam Boilers

is complete and we can take prompt care of all orders.

Send us your specification to-day.

Do not delay.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Until the present the wholesalers have found it difficult to fill all orders, but the local demands have eased off considerably owing to the strikes in several sections. The change in season has also tended to decrease the demands for depleted stocks and stimulated the trade in fall lines and winter goods. Lanterns, weatherstrip and household goods are moving freely. Fall and winter sporting goods are going out well. Guns and ammunition are being ordered for immediate delivery quite freely. This trade in western Canada is always considerable. Football outfits are greatly in demand, also at once, while orders for skates increase daily. Lumbermen's supplies have a better market this year than last and prices are firm. We quote axe handles at $1.60 and up. Blacksmiths' supplies, such as horseshoes, nails, files and bolts are in great demand just now. The tone of the market is excellent, and jobbers are well satisfied.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.80 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized. wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7. $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper: No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10. 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 per cent.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90· 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

TINWARE, Etc. — Pressed, retinned and plan, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7: painted, $3; galvanized, $4.10; 26, $3.35 roofing, 28, $3.45 and $4.45. Crimped coppered, $9; dash, $9.

ROPE—Sisal, 9½; pure manila, 11¼; British manila, 10½c; lath yarn, 9¼c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, and $4.35. Pressed standing seamed roofing, 28, painted, $3.20; galzanized, $4.30; 26, $3.55 and $4.55.

BAR IRON—Bar iron, $2,35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.50; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.45; ⅜, $2.75; ⅛, $3.30; ¾, $3.90; 1, $5.65; 1¼, $7.70; 1½, $9.25; 2, $12.35; 2½, $20; 3, $26.50; 4, $38; 4½, $50; 5, $48.50; 6, $62.50. Galvanized: ¼-in., $3.40; ⅜, $3.70; ½, $4; ¾, $5.20; 1, $7.50; 1¼, $10.20; 1½, $12.50; 2, $16.60; 2½, $30.

FITTINGS—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20. $4.10; 24, $4.30; 26, $4.70,; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9; ½ box, $4.75; IX. full box, $11, ½ box, $5.75; IXX., full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

: LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; Perfection cylinder 45c; Capital cylinder, 60 and 55c; Solar red engine, 32; Atlantic red engine, 30c; Eldorado castor, heavy, 28c; medium, 28c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine 38c.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 19c; Pemoline 25c; Sunlight, 21c; case, $2.35; Family Safety, 24c; Search Light, 22c; Sterling Light, 24; Silverlight, 21c; engine gasolene, 24c; Acme Lamp, 32c; White Lily, 23c; Royal, 22½c.

PAINTS AND OILS — White lead. pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.50; in kegs, $2.55; turpentine, bbl. lots, 85c per gal. linseed oil, raw, 69c; boiled oil, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.00; poultry netting, 50 p.c.

HORSESHOES—MRM and "Bell," $5.00 base.

HORSE NAILS—MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6. $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under. 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—21c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

PERSONAL ATTENTION IMPORTANT.

John Wanamaker says that his earlier success was due to the fact that he personally met every customer who came to his store and made it his business to know that every one left satisfied with their purchase. It is too often true that the proprietor of a store neglects meeting his customers—a very important thing—in order to attend to little details which could be done equally well by a subordinate employe. Don't neglect to greet your customers. They expect it, and your failure to do so will cost you the loss of some of them.

Anvils and Vises
Machinery Steel
Wire Rope

In Stock

A. C. LESLIE & CO.,
LIMITED
MONTREAL

SHRP-SHAVR SAFETY RAZOR

25c.

There is no better razor sold at ANY PRICE

We do it to Sell our Blades

Sold under a positive guarantee. Your money back if you want it.

Shrp-Shavr Razor Co
Smith Hardware Co., Limited
2 & 4 Lemoine Street
Montreal, Canada

We sell it at 25c. to create a quick and large market FOR OUR BLADES because we make the BEST blade. In fact, "it's all in OUR BLADES." The profit to the retailer as well as to the manufacturer is in the continuous sale of blades.

The frame or blade-holder is beautifully SILVER PLATED, and the adjustment is absolutely correct. It fits the face. The blade can be adjusted or released instantly. But you don't shave with a razor frame whether it costs $5 00 or 25c., the blade is the thing.

Our proposition is a revelation and revolution in safety razor selling. The SHRP-SHAVR is the ORIGINAL 25c. RAZOR.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

Modern Method Floor Finishes
Stand Hard Footwear.

There will be lots of floor finishes sold this fall. Almost every householder touches up some of the floors about the house during the early fall months. You want to get your share of this business. Dealers who sell

SHERWIN-WILLIAMS MODERN METHOD FLOOR FINISHES

can get the floor finish business of their locality. Among other advantages offered by the Modern Method line are a full line of materials for finishing any kind of a floor, any style—Inside Floor Paint, Floorlac, Floor Wax, Crack and Seam Filler, Porch Floor Paint. S-W. Floor Finishes have an established reputation for high quality and are strongly advertised. They are put up attractively and make a striking display on the dealer's shelves.

Write us for full particulars today and be ready for early fall rade. Mail orders given prompt attention.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
CANADIAN HEADQUARTERS AND PLANT, 639 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C. 630

"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.

CALCIMO SANITARY WALL COATING

covers well with one coat. Will not show laps. When applied to a solid surface will not peel, crack or rub off. Soluble in COLD WATER.

A PRACTICAL PAINTER'S FRIEND

WINNIPEG PAINT AND GLASS CO., Limited

Calgary Edmonton Winnipeg

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Public Buildings.

A new registry office will be erected in Hamilton.

A $13,950 fire hall will be erected at Winnipeg.

Frank Veitch has planned a $500,000 music hall for Montreal.

Winnipeg will build an annex to the civic building on James Street. The addition will cost $11,000.

Geo. Stirrett has secured a permit for the erection of a block of stores and apartments to cost $60,000.

The general contract for the erection of a Jewish Synagogue at Lachine, Que., has been awarded to Simpson Bros., Lachine.

Winnipeg's school board is anxious to have a by-law submitted authorizing the raising by sale of debentures of a sum of $600,000 for new schools.

The Peterborough City Medical Association have approved of the plans of Architect Blackwell for the new Isolation Hospital to be erected there.

Excavation has commenced for the erection of a new brick, fireproof theatre at Owen Sound. The building will cost from $10,000 to $12,000. The contractor is John H. Moore.

The Montreal Light, Heat & Power Company, have awarded the contract for the erection of a building in the east end of the city to D. G. Loomis & Sons, Cote St. Paul.

A building permit has been issued to the Salvation Army for a $25,000 addition to their Metropole Building at Toronto. The addition will be five storeys high, plus basement.

The Catholic School Commissioners have awarded the contract for the erection of St. Charles school for boys at Point St. Charles, to S. Marchessault, at a cost of $60,000.

The excavation for the new German-English Institute building at Rosthern, was started last week. The building will be a brick structure, and will probably cost about $7,000 when sompleted.

The contract has been awarded by the Temiskaming and Northern Ontario Railway commission to S. F. Whitham, of Toronto, for the erection of a new and enlarged passenger station at Cobalt.

A new annex will be added to the Montreal City Hall for the use of the police, Recorder's Court and Health Department. The cost of the new building will be in the neighborhood of $200,000.

The Montreal Roman Catholic School Commissioners have taken out a building permit for a new solid stone school to be erected at 695 Fullum Street, at a cost of $83,000. The building will stand sixty feet high and will be heated with hot water coils.

General Building Notes.

A. T. Davidson will build a $15,000 residence at Winnipeg.

Ottawa Oddfellows are considering the erection of a new building.

The Imperial Bank has purchased a site at Toronto for the ultimate erection of a bank.

A site has been secured at Winnipeg for the erection of the new Y.M.C.A. building there.

E. J. Dobie has taken out a permit for the erection of a dwelling at Vancouver to cost $3,600.

W. Bell, Brantford, has a permit for the erection of a dwelling on Brant Avenue to cost $2,500.

The newly incorporated St. Regis Hotel company, Montreal, capitalized at $100,000, will erect a modern six-storey restaurant.

Arthur J. Bird, has prepared a set of plans for the new frame apartment house which Seabold & Roberts are to build at Vancouver.

The Montreal Fire Department have awarded the contract for the erection of the new upper level fire station to Damien Lalonde.

The permit for Bannerman & Horne's new warehouse and office building at Victoria has been issued. The cost set out in the building permit is $22,000.

A permit for the erection of a warehouse for the International Harvester Company was taken out lately at Calgary. The building will cost $75,000.

A building permit was issued at Vancouver for the erection of a business block to cost $145,000. The building will be erected for G. E. Bower and will be eight stories in height.

The following building permits were taken out at Hamilton lately :—Orr & Orr, brick dwelling and store, for Mrs. H. Stewart, $2,200. E. B. Patterson, brick dwelling for D. Fallahee, $1,700.

A company of Vancouver capitalists is being organized for the purpose of erecting one of the largest apartment and store buildings in that city. In all probability the building will cost not less than $145,000.

Including several business blocks, about $200,000 worth of buildings has been started in New Westminster this year, with a prospect of a quarter of a million more being begun before the winter is over.

Building permits were granted recently at Vancouver to :—Great Northern Transfer Company, $1,000; Mrs. E. Demming, $1,000; G. Tyson, $1,000; Mrs. A. Wilson, $1,200; J. Bently, $3,200; A. Knight $3,000; Stuart Lumber Company, $4,000, and J. Abram, $1,900.

The contract has been let at Winnipeg for the erection of the seven story warehouse of the Gutta Percha Rubber Company. The Lyall-Mitchell Company, of Winnipeg and Montreal, contractors for the new Union depot, were the successful tenderers, and the contract for the completed building will amount to $100,000.

The contracts for the erection of the hydro-electric stations at St. Marys, Stratford, Berlin and Guelph, were awarded to Edge & Gutteridge, Seaforth at $18,700 each. Those at Preston, Paris, Woodstock and St. Thomas, went to John Hayman, of London, at $19,850 each.

The following contracts for buildings were lately awarded at Montreal :—R. Morris, contract for M. K. Cowan residence ; Peter Lyall & Sons, residence at Westmount for Lt.-Col. Smart ; Robertson Bros., residence at Ste. Agathe des Monts, for Dr. R. S. Patterson ; J. H. Hutchison, $20,000 residence for Percy P. Cowans ; Alex. Brosseau, residence for Dr. F. De Martigny ; Jas. Murison, residence for B. W. Grigg.

The following building permits were issued during the past week at Quebec :—Building for J. A. Choquette, cost $8,000 ; J. Villeneuve & Fils, addition of flat to property of Drouin & Freres and Geo. Tanguay, cost $2,000 ; L. Picard, construction of building, $7,000 ; L. Leclerc, two stores, $3,000 ; T. Guy, building on St. Anselme Street, A. Marois, contractor, $4,000 ; F. Dupuis, building on Queen Street, $1,200.

Recent building permits at Vancouver include W. Maudsley, dwelling, $1,800 ; J. D. Murray, dwelling, $2,000 ; J. A. Jackson, dwelling, $1,800 ; E. J. Dobie, dwelling, $2,600 ; Shearer Cont. Co., dwelling, $2,200 ; W. J. Barnes, dwelling, $1,400 ; J. Bentley, dwelling, $3,200 ; A. Knight, dwelling, $3,000 ; Stuart Lumber Co., dwelling, $4,000 ; J. Abrams, dwelling, $1,900 ; F. N. Trites, dwellings (6), $7,200 ; C. F. Eddy, dwelling, $1,000 ; Allan McVicar, dwelling, $2,900 ; E. E. Hewson, dwelling, $1,200 ; R. J. Coleman (2) dwellings, $5,600 ; Thos. Martin, dwelling, $1,200 ; C. J. Church, dwelling, $1,700 ; C. A. Dool, dwelling, $1,800 ; G. Tyson, dwelling, $1,000 ; Mrs. E. M. Dominey, dwelling $1,000.

Building permits have been awarded recently at Calgary to the following :—Oswald J. Hurst and F. W. Clay, for $1,500 houses in Sunalta ; A. G. Foster, a $2,000 house ; G. E. West, a house in Elbow park, $2,800 ; Fred Johnston stables to the value of $3,200 ; M. R. Edwards, $2,000 house ; Burton Goodwin, a $1,500 house ; Thos. Montgomerie, a $1,200 house in Sunalta ; R. J. Colgrove, a couple of $1,000 houses, one in Bridgeland and one in Elbow park ; W. C. Armstrong, an $8,500 residence ; Howard Templeton, a $2,000 house ; J. W. Speer, a $2,000 house ; E. H. Oliver, a $2,000 house ; H. Darling, a $3,200 house ; M. Kenny, two $1,500 houses. Permits were also granted for eight or nine small buildings.

Railway Construction.

In exchange for giving the Great Northern Ry. 61 acres of tideflats the railway will expend about $3,500,000 on its False creek terminals near Vancouver.

It is announced that construction on the new Transcontinental terminals at Sillery, Que., will be commenced shortly.

The contract for the laying of fifty miles of track on the G.T.R. branch from Tofield to Calgary has been sublet to Geo. H. Webster. Work will begin at once.

The Grand Trunk Pacific has awarded to Foley, Welch & Stewart a new contract for the second section east of Prince Rupert. It will be 140 miles from Copper river, east to Aldermere. This leaves a gap of less than 500 miles, and contracts for this may be let before the end of the year. The new contract was for approximately $10,000,000. There are several long tunnels, one half a mile in length.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

Hammer the Hammer

or do anything else you wouldn't dare to do to a near safe revolver and it won't shoot. You must pull the trigger to fire it.

It's just as sure of profit to you as it is safe to its owner.

IVER JOHNSON

SAFETY AUTOMATIC REVOLVERS

Our advertising corresponds in character and extent to the excellence of our goods. Iver Johnson goods are on no premium lists and are sold only through the trade where possible.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Pacific Coast Branch; Phil B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns & Iver Johnson Truss Bridge Bicycles.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

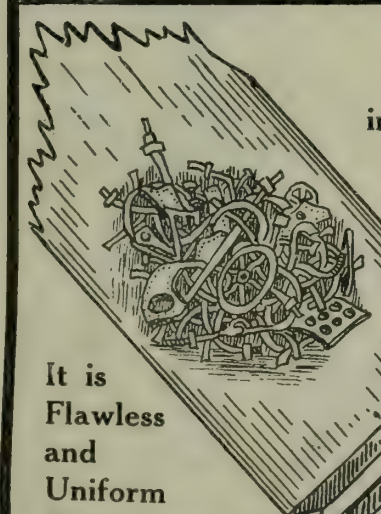
OPEN HEARTH STEEL

The

Condensed Ads.

on page 75

will interest you



The stocking of good quality iron is absolutely essential to every hardware business.

You should only handle reliable goods.

Are you selling our iron?

It is Flawless and Uniform Throughout.

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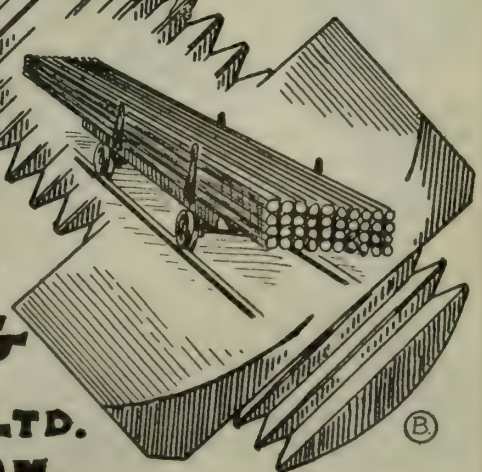


LONDON ROLLING MILL CO., LTD.

LONDON, CAN.

PATTERN FOR A BULLHEAD.

To describe a pattern for a bullhead let Fig. 1 represent the bullhead. Let A B C D (Fig. II.) equal the size of the square pipe, and let the circle E equal size of the round pipe. Divide half of the circle E into any number of equal parts as 1, 2, 3, 4, 5, etc. Draw lines connecting 1, 2, 3, 4 and 5 with C, and 5, 6, 7, 8, and 9 with B. Draw the lines F G H and I J K at right angles (Fig. III. and IV.). Make F G (Fig. III.) and I J (Fig. IV.) equal the height of the required bullhead. Take the distance from 1-C (Fig. II.) and mark off an equal distance on the line G H (Fig. III.) also mark off the distance from 2-C, 3-C 4-C and 5-C on line G H (Fig. III.).

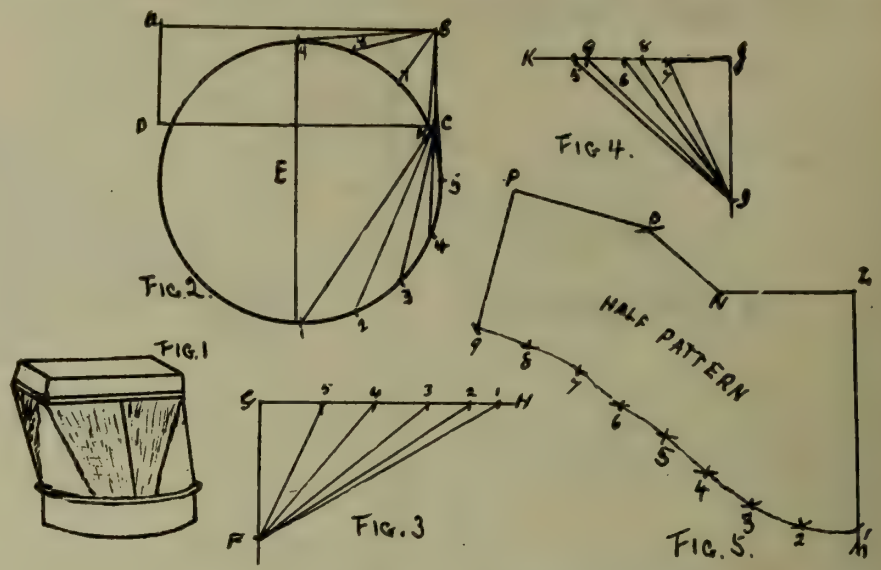
Now take the distance from 5-B (Fig. II.), and place it on the line J K (Fig. IV.) also take the distance from 6-B, 7-B, 8-B and 9-B, and mark off on same line, namely J K (Fig. IV.). Draw lines from the points thus formed, connecting with F in (Fig III.) and I in (Fig. IV.). In Fig. 5 draw the right angle L M N and make the line L N (Fig. 5) equal in length to ½ length of A B (Fig. II.). With your dividers measure distance from F-I (Fig. III.). Now with this distance as radius and the point N (Fig. V.) as centre, strike an arc, cutting the line L M at I. Then from the point M set off the distance ½ equal to distance from 1-2 (Fig II.). Now measure distance F 2 (Fig. III.), and with N (Fig. V) as centre, and distances F-2 as radius, strike an arc intersecting the first arc at point 2, and continue in this manner until F-5 is reached.

Take distance I-5 (Fig IV.), and with 5 (Fig. V.) as centre, strike arc O and make line N O equal to narrow side of square pipe A O. Take distance I-6 (Fig. IV.) and with O (Fig. V.) as centre strike an arc at 6. Continue in similar manner until I-9 is reached.

To get O P take one-half the width of A B (Fig. II.) on your square and place at O, and the blade at 9, and mark around your square. Then a line traced through these points from 1 to 0 will form one half of the pattern.

Edges must be allowed.

W. M. M.



Pattern for a Bullhead.

Made in all the standard patterns
J.M.T. Standard and Extra Heavy

In use everywhere
and for all purposes

J.M.T. VALVES

FOR
QUALITY DURABILITY EFFICIENCY

The Jas. Morrison Brass Mfg. Co., LIMITED
93-97 Adelaide Street West - - TORONTO

The Retail Paint Trade

FALL PAINTING.

Writing in the American Paint and Oil Dealer on fall painting, V. W. Hartmann says:

The fact that paint applied in the fall is applied under the most favorable conditions possible to be attained means a material reduction in the number of "kicks" arising from the application of paint to surfaces not in good condition to receive it. This must appeal to dealer and manufacturer with equal force. It should bring forth the best efforts of the dealer in spreading the Gospel of Fall Painting. It has had that effect with the manufacturers.

Ways and means for promulgating the fall paint campaign are not lacking. Every trade paper in any way allied with the paint interests (wholesale and retail) has discussed the problem. Methods for pushing the campaign have been given in detail. I have but one suggestion to offer here in this connection. It is this: I believe it will be to the interests of every newspaper in the country to take up this question now as a matter of news and information of benefit to all property owners. Nothing lends the attractiveness, promotes public spirit and civic pride, adds the appearance of thrift, prosperity and progressiveness to a community that a liberal use of paint does.

A well-painted town is invariably a prosperous, progressive, growing town, peopled with thrifty families—a good place to live. And it is, or should be, the duty of the newspapers to aid in making our villages and cities better places to live in. A little diplomatic talk on your part, Mr. Dealer, with the editor of your local paper is in order. The chances are all in favor of his falling in with the idea and doing no end of good for all concerned. You have all the information at hand necessary to make up an interesting and instructive story, or you might clip the following, have your name inserted, and get him to publish it as news:

Why Not Paint Now?

Here's a bit of information every property owner can use to good advantage:

If your house and barns need a coat of paint, have it put on this fall.

This information was given us by (Dealer's name) recently and the reasons advanced in its support were so good, we deemed it of sufficient interest to our readers to publish.

Spring and early summer have generally been regarded as the best season for outside painting, and most of it is done then or not done at all until next year.

As a matter of fact, if people wou'd do their painting in the fall, in September and October, they would secure many advantages in the way of climatic conditions, dry surface, more time to de-

Barbed Wire

We are pleased to be able to announce that we are now making Galvanized Barbed Wire and Plain Galvanized Wire.

In keeping with our general policy, we are manufacturing these new lines from the best material that can be obtained under conditions which guarantee successful results.

THE MONTREAL ROLLING MILLS CO.

vote to the work, etc., not to be had in the spring.

The reasons in favor of fall painting may be briefly summarized as follows:

"1. In the fall the surface is thoroughly dry. During the spring a surface which needs repainting is sure to contain moisture and dampness or frost, and it cannot be successfully painted until it has thoroughly dried out.

"2. When the wood is dry it absorbs more of the paint; the paint penetrates deeper into the wood, therefore gets a firmer hold on it, giving the paint coating greater tenacity or holding qualities.

"3. Paint cannot be successfully applied in damp, cloudy or unsettled weather, as in warm, sunny weather. In the fall the weather is more settled and uniform and is warmer, therefore it is an excellent time for painting.

"4. A house needs its protecting coat of paint more in the winter months than at any other time. A house in need of painting should never be allowed to go over the winter without this protection.

"5. It is easier to keep the winter's moisture and dampness out by applying a coat of paint in the fall, when the surface is dry, than it is to get moisture or dampness out of the wood if you want to apply a coat of paint in the spring.

"Moral: Paint in the fall, and be sure of best results."

Then, to show your appreciation of this public spirit, get busy in his advertising columns, and tell people about the paint you sell; educate them to paint in the fall.

PAINT AND OIL MARKETS

MONTREAL.

September 17.—Fall business is swinging in well, and there is a strong tone to the markets. While there has been a noticeable improvement in ready-mixed paints, turpentine, linseed, and other lines are in good demand, showing that there is plenty of general painting going on, and that dealers anticipate a continuance of the consumption. The weather nas been favorable to outside work, and this has helped to stimulate the demand. Local trade has been somewhat interrupted by the exhibitions and holidays consequent upon the "Back to Montreal" week, but the volume done has been very satisfactory.

The markets are firm and unchanged. Turpentine is steady for the time being but a further advance is not at all unlikely. There has been a strong demand for linseed oil, but the call for ground white lead has sagged a little.

TURPENTINE—Turpentine has been in very good demand for some time. The high price at present prevailing has a tendency to check any speculation, but while orders may be said to be in somewhat of a hand-to-mouth character they are still very encouraging. There is no change in prices, and we quote 78c for single barrels net 30 days.

LINSEED OIL—Linseed oil is keeping pace with the good painting conditions which now prevail. Prices are very firm, and most of the hardware trade are free buyers. We quote: 1 to 4 barrels, in one delivery, raw, 64½c per gal.; boiled, 67½c per gal., net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD—There is a slight falling off in the output, although quotations are very firm, with but little prospect of a change. It is though by some that the large turnover of liquid paints is making inroads into the sale of ground white lead. We continue to quote: Strictly pure, $5.60 to $6.10, according to quality, and No. 1, $5.10 to $5.60, f.o.b., Montreal.

RED LEAD—This article is steady, but without any feature. No price changes have been recorded, and fair business is reported. We quote: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; less quantities at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

WHITE LEAD—While the turnover is not heavy, a fair amount of shipping is being done. We quote: Dry V. M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

VARNISHES AND JAPANS—Varnish gums and shellacs have been very firm and steady for some time pointing to higher prices in the near future. This is only to be expected considering that the woodworking factories are running full time. The call for house and furniture varnishes is very active, and in fact all lines of varnishes and japans are sharing in the good business which is almost universally reported.

PUTTY—The call for putty is making great strides, and the grinders are extremely busy. All size packages are in request, but the 25 and 100-lb. drums are especially prominent. We quote: Standard putty, 800 lbs., in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs., in barrels, $2.15; in 100-lb. cases, $2.25; in 25-lb. tins, $2.15; 12½-lb. tins, $2.35, f.o.b., Montreal.

TORONTO.

September 17.—On the whole, trading has been rather quiet this week, and though the paint houses report business shaping up, it is coming along slowly. Improvement is expected next week and this expectation has kept prices steady. Looking into the future all paint men are unanimous that this fall will be fully equal to that of three years ago, and in anticipation of this say all paint lines will show firmness and many of them advances. Glass has already advanced in Europe and they are bound to be higher here when the new importations come in next December and January. Turpentine is getting ready for another step higher in the South. There seems to be still a little cutting going on here, evidently on old stocks. Rosins are wobbling in Georgia. The stocks on hand

A Paint that is PURE

That's what you have the agency for when you handle

"English" Liquid Paint

A paint with the formula on the can showing the white base to consist of:

70% Pure White Lead
30% Pure White Zinc

mixed ready for use with pure Linseed Oil, Turpentine and Dryer.

A paint in which the only white lead used is

BRANDRAM'S B.B. GENUINE

A paint backed by a forceful advertising campaign.

Mail us a postcard and let us tell you all about it.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

"HE IS WELL PAID THAT IS SATISFIED"

THERE is nothing in your business that counts half so much in the building up and keeping of a profitable trade as the handling of "satisfaction-giving" articles. Now

Moore's House Colours

are a line of paints you can recommend without a qualm. The colours are true and the pigments thoroughly ground. The paint does its work well and guarantees the return of each customer to your store. Their excellence and value deserve all the prominence you can give them. Ask for colour cards and prices.

BENJAMIN MOORE & CO. LIMITED

WEST TORONTO, CANADA

Manufacturers of

Paints, Colors, Varnishes and Muresco

CHICAGO NEW YORK CLEVELAND

Fore-Knowledge

is shown by the painter who works with nothing but

ELASTICA No. 2

when employed on any high-class Interior Decorative Work, and you will be doing likewise if you stock your shelves with a liberal supply of this unrivalled varnish.

For the finest trim work it is unexcelled, and is remarkable for its extreme paleness and durability. It covers the maximum surface area with a permanent brilliant finish, and dries, dust free in from seven to nine hours. How are your stocks? Order to-day.

INTERNATIONAL VARNISH CO.

Makers of Fine Varnishes

Branch of Standard Varnish Works

LIMITED

TORONTO

New York *Chicago* *London* *Berlin* *Brussels*

there seem to be very high, but being almost exclusively in the hands of large dealers who can manipulate the market for their own advantage, there is no telling what may happen.

TURPENTINE.—In regard to turpentine there was an advance at Savannah every day with the exception of one last week. This was disappointing to some who were looking for a decline. While it is claimed that the receipts for this year have only been a little more than two-thirds as much as last year up to the present date, yet there is a considerable accumulation at Southern points indicating that there is plenty of stock to supply the demand, from which it would appear that some large dealers are holding up the market. As the time is now approaching when the supplies will be about exhausted for the year, these dealers may be able to hold the market for the next two months, and if they have determined to do so the price will certainly stay as high as it is now and may be forced a little further up. Local prices are unchanged. Single barrels are 80 cents a gallon; 2 to 4 barrels, 79 cents, and 5 gallon lots 85 cents. There is some cutting below these figures, however. Trading is still somewhat slow.

LINSEED OIL—In this line there is no change in price. The market in Great Britain is as firm as ever. The only indication of a change is the large supply of flaxseed in the Western Provinces of the Dominion where the crop is reported to be about double what it was last year, which will probably mean that considerable quantities of this will be sold for export. Domestic producers of oil should find plenty of seed in Canada for their purposes. Prices are yet 64½c and 67½c for raw and boiled oil respectively in barrel lots. Much adverse comment is made on the ½c quotation, so much so that one house has cut it out, because of too much bookkeeping trouble. "It may do for Montreal, but it won't do here," seems to be the general verdict.

WHITE LEAD—Fair quantities only are moving, the outlook, however, is good. No. 1 is $5.50 to $5.75; pure white runs from $5.90 to $6.10, and a superior grade at $6.35, unchanged quotations from last week. Red lead is slow again, though prices are firm. Casks are $4.50, and 100-lb. lots $4.75 to $4.80.

GLASS AND PUTTY.—Glass booking has ceased to some extent, but shipping is better than at any time this year, both builders and hardwaremen pressing for their supplies. Retail demand is good, and repair work in the country, too, is opening up. Putty in consequence is brisk, though prices are unchanged. Casks of bulk putty are quoted at $1.75; 100-lb. drums, $2; bladders in barrels, $2.15, and cases, $2.25. Glass prices are slated for an advance at the end of the year.

STAINS AND VARNISHES — These two lines along with ready mixed paints for interior and exterior woodwork and floors are beginning to show activity. It is expected that the general advances mooted later on will take in some of these lines. At present quotations are unchanged.

PETROLEUM.—Coal oil is going out all over the country in great volume. Orders are not coming in so fast, but hardwaremen are calling loudly for their supplies. Prime white coal oil is 13½c, water white 15½c, and Pratt's astral, 17½c. There is still a fair demand for gasolene at 16½c and benzine at 15½c.

HANDLING PREPARED PAINTS.

Some of the advantages of handling ready-mixed paints are set forth as follows by an exchange:

Prepared paint manufacturers are satisfied to sonfine the sale of their paints to one merchant in each locality. They are prepared to advertise your store by advertising their paint. They will give you booklets, enclosing slips, newspaper electros, and, in fact, every possible assistance is afforded to push the sale of paint. This has the effect of advertising not your paint department only, but your entire store, for you know the desirability of having people come into your store; how you can often sell something else to a man who comes after paint. This is one of the greatest advantages in handling a line of well-advertised and favorably-known prepared paint, the people come to your store.

Prospective customers for prepared paint can be shown color cards, samples, etc., of the actual goods, in fact, a clever salesman can make the buying of paint for a house of as much moment to a woman as the buying of a gown, and a matter of lively interest to a man as well.

Some of the leading prepared paint makers have established a department in connection with their advertising which places the merchant in the smallest town on a par with decorators in the largest centres. The manufacturers, if furnished the name, address and all available particulars of the prospective job, will send color sketches, samples of rugs and curtains for interior decorating, etc. In short, this service is exactly the same as would be afforded by a high-class and costly decorator. And the paint, varnish, and stain for the work is sold, not direct by the manufacturer who does all the work, but by the local dealer.

PAINT NOTES.

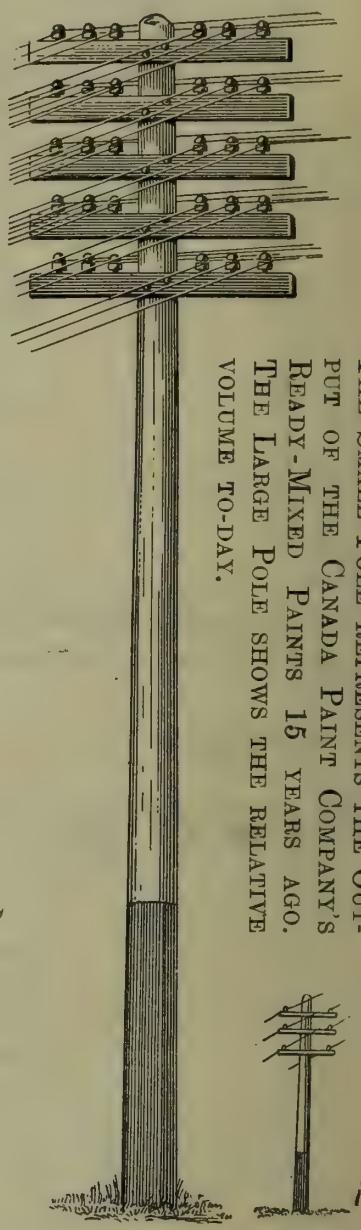
A curator has been appointed for Murphy & Son, painters, Montreal.

The new United States tariff places crude and refined petroleum on the free list.

Lang & Rosenburg, Preston, at $755, have the contract for painting and glazing the new Carnegie Library at Preston.

John Willard will do the painting and glazing in the extension being added to the Collegiate Institute at St. Mary's, Ont. The contract is worth $375.

THE BATTLE OF THE POLES!



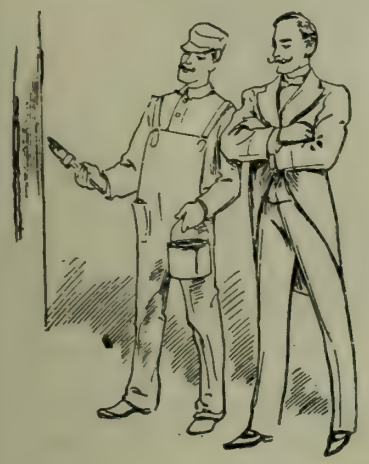
The Small Pole represents the Output of the Canada Paint Company's Ready-Mixed Paints 15 years ago. The Large Pole shows the relative volume to-day.

Paints For Everyone

Varnishes For All Purposes

THE CANADA PAINT COMPANY LIMITED

ABOUT BARN PAINTS



Always in the Fall the farmer thinks of painting. It is a good time to paint up barns and fences. It is a good time for the storekeeper to bring constantly before the farmer the value of

RAMSAY'S OUTSIDE PAINTS.

There is just as much money in it for the dealer as there is in the expensive house-paints. You can sell them at $1.00 a gallon and make a good profit. They cover well barns, fences, bridges and roofs of all kinds. The expensive house-paints are not needed for this work. That is why we offer Ramsay's Outside Paints, a good paint for the purpose, and a good paint for profits.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 — The Paint Makers

There is no Experiment Selling New Era House Paint

It is so well advertised, known and used that dealers who do not handle it, soon realize they are neglecting their own interest as well as that of their customers.

NEW ERA PAINT will hold its color better, last much longer, give a better finish, cover more surface and withstand the weather better than many higher priced brands. New Era is perfectly pure and is sold at a moderate price.

Write for New Catalogue and Trade Discounts.

Standard Paint and Varnish Company Limited
Windsor, Ontario

Finest of English White Lead

Exhaustive tests recently made of Cookson's English Genuine White Lead in Oil in comparison with the other leading English makes show Cookson's in point of color, opacity and covering power, very much superior.

In covering power alone Cookson's is fully 15% better than its nearest competitor—This means an actual cash saving of 15% in the cost price.

We import Cookson's in large shipments direct from Newcastle-on-Tyne, and can supply you at very low prices.

The James Robertson Co., Limited
Grinders of Pure White Lead, Manufacturers of Paints, Oils, etc.
267 King St. West, - - - Toronto

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.
Manufacturers RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL

The "INFALLIBLE" GLAZIERS' DIAMOND
Just the Tool for inexperienced Glass Cutters
MADE BY
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf

THE STANDARD CANADIAN

COW TIE

(NIAGARA PATTERN)

MADE ONLY BY THE

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS, ONTARIO.

When the BEST costs no more, Can YOU afford to give your Customers an inferior Cow Tie?

Compare the "NIAGARA" Cow tie with others. It is 10 to 20% stronger, it has EIGHT ADJUSTMENT LINKS — others have four — making it unnecessary for the dealer to carry so many sizes.

EVERY LINK formed on the principle of the SQUARE KNOT making the STRONGEST CHAIN EVER PRODUCED

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS, ONT.

Axoline Axoline Axoline

WONDERFUL! WONDERFUL! WONDERFUL!

AXOLINE is the most wonderful Metal Cleaner in the world.

It is easy to say that.

LET US PROVE IT.

IT IS 75 PER CENT. CHEAPER than any other METAL Cleaner and yet it will make MONEY for you.

IT EXCELS FOR BRASS. It sells readily to the big buildings such as Banks, Public institutions, Railways, etc. ***In Brass alone it would prove a seller.***

But it cleans COPPER, NICKEL, PEWTER, TINPLATE and other METAL WARES.

It costs little and you can sell it on sight.

WRITE TO-DAY FOR THE AGENCY

Send ten cents for generous sample and mention this ad

THE ANGLO-FRENCH IMPORTING COMPANY

232 LEMOINE ST. :: MONTREAL

A Good Foundation for a Big Paint Business

The uses for good paint are rapidly multiplying. Because its peculiar protecting qualities are becoming better known every day. Are you, Mr. Dealer, taking advantage of this condition? Are you supplying the paints for the various new uses to which it is being adapted? Are you suggesting new uses and money-saving features to customers? Here's a splendid field for the extension of your paint business.

MARTIN-SENOUR LINE OF PAINTS
FOR EVERY PURPOSE

furnishes you a good foundation on which you can build an **all-the-year-round** paint patronage. There's not a home—farm—shop—office—factory—store—school—or institution of any kind in your community that does not have use for paint of some kind, for some purpose. It's up to you to supply the paint for the purpose and pocket a profit. If you handle our paint you can supply the right paint for any purpose. Our catalog will open your eyes to a lot of good business that you ought to have—business that will bring a lot of new customers, and make your bank account bigger for a little extra hustle and push. Write for the catalog today—it's free.

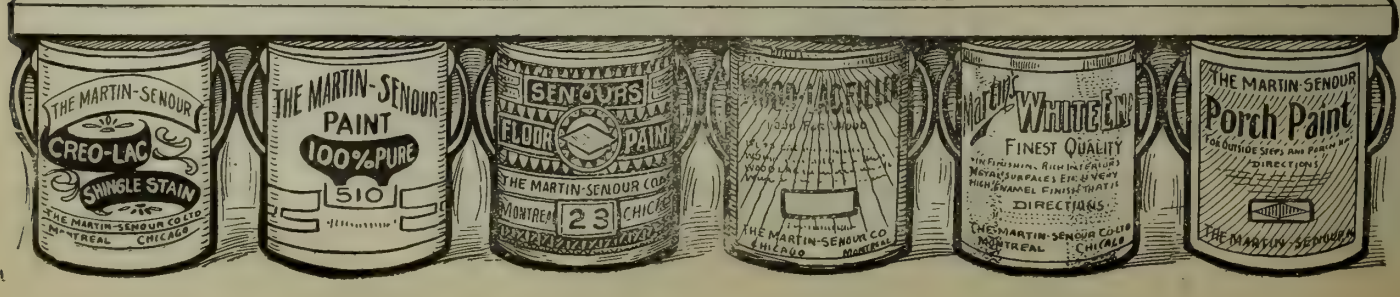
THE MARTIN-SENOUR CO., Ltd.

Pioneers Pure Paint

MONTREAL - CHICAGO

The Winnipeg Paint & Glass Co., Ltd. WINNIPEG

The Maritime Paint & Varnish Co., Ltd. HALIFAX, N. S.



Island City Aluminum and Gold Paints

BRILLIANT AND LASTING

SALEABLE AND PROFITABLE LINES

PUT UP IN PACKAGES OF ALL SIZES

THE SEASON FOR TOUCHING UP RADIATORS, PIPES, ETC., IS AT HAND

ORDER NOW

P. D. DODS & CO.
Limited

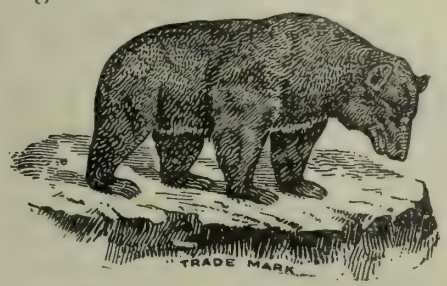
AGENCIES

The Western Paint Co. - Winnipeg, Man.
J. H. Morin & Co. - - Toronto, Ont.
The Capital Paint & Oil Co. - Ottawa, Ont.

HEAD OFFICES AND WORKS
MONTREAL

There Could Be No Greater Tribute

to the quality of Bear Lamp Blacks than that paid annually by the largest Paint Grinders in the Country by placing their contracts with us.



Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

For sale by jobbers in paints.

E. FIELDING, AGENT FOR ONTARIO

Wholesale quantities only

Turn Your Losses Into Profits

Cut 6—Under the Floor Outfit.

Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5446. Write to-day.

S. F. Bowser & Co., Limited
66-68 Fraser Ave. - TORONTO

If you have an old Bowser and Want a new one, write for our liberal exchange offer.

YOU CAN MAKE MONEY by SAVING MONEY for your customers!

SELL them only what is reliable and what YOU KNOW will give the BEST results for the MONEY.
Our reputation is behind all these BRANDS.

BLACK DIAMOND Tarred Felt **JOLIETTE and CYCLONE, also 2 and 3-Ply Sheathing.**

We also sell wrapping papers of all descriptions.

ALEX. McARTHUR & CO., Limited
82 McGill Street MONTREAL
F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ....per lb.......	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch..........	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 1?c. per lb.

Geo Langwell & Son, Montreal. Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb......	0 22
Tubing, iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb	
Casting ingot..............	14 50	14 60
Cut lengths, round, bars, ½ to 2 in...		21 00
Plain sheets, 14 oz..............		21 00
Plain, 16 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base..............		26 00
Braziers' (in sheets), 4x8 base		20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60..............	4 70	4 60
20x28x80	8 90	8 70
	9 40	9 20

CORRUGATED GALVANIZED SHEETS

72 gauge, per square.........	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20....	3 70	3 50	3 65	....
22-24....	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28......	4 45	4 25	4 35	4 5

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. .... " 28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2 ..	....	19 25
Middlesboro, No. 3 pig iron..	16 75	20 25
Summerlee, No. 2 " ..	19 00	20 00
Carron No. 1	20 50	....
Carron, special..............	19 50	....
Carron, soft	19 00	....
Cleveland, No. 1	17 50	20 75
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron........	32 00	32 50
Ferro Nickel pig iron (Soo)....	....	25 00
Angles.............base	2 60	2 60
Common bar, per 100 lb......	1 85	1 95
Forged iron	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel..................	1 85	2 05
Sleigh shoe steel............	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel..............	0 15	0 15
Toe calk steel..............	2 35	2 50
Mining cast steel..............	0 07½	0 08
High speed..................	0 60	0 60
Capital tool steel............	0 50	....
Cammell Laird..............		0 16
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel..............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $33 00 32 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C, 14 x 20 base	....	$6 00
IX, 14 x 20 "	....	6 50
IXX, 14 x 20 base	....	7 50
Raven and Vulture Grades—		
I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base..........	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 25

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 6 75
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge, case lots	25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 45	3 60
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, 1c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks..............	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass....	0 10	0 09¾
" yellow brass	0 08	0 08¼
Light brass..............	0 06½	0 06¾
Tea lead........	0 02½	0 02½
Heavy lead..............	0 02¾	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 50	14 00
Stove plate..............	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers....	0 07½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick - Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkin disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N P Union elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " " ...... "	1 65
No 7 Fuller " " .... "	2 00
No. 4½. " .... "	2 00
Patent Compression Cushion, basin cock, hot and cold, each..........	$1.25
Patent Compression Cushion, bath cock, No. 2208, each..............	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

OILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC

Bathtubs, 5 feet, 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30 $7 85
Flat rim sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.
Low down closet combinations, $14.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch........	2 03	¼ inch........	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 16	¾ "	4 31
1 "	4 54	1 "	6 19
1¼ "	6 19	1¼ "	8 44
1½ "	7 43	1½ "	10 13
2 "	9 90	2 "	13 50
2½ "	15 81	2½ "	21 56
3 "	20 76	3 "	28 31
3½ "	26 13	3½ "	35 63
4 "	29 70	4 "	40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb...... 4 50 4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping..................	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked..............	0 05½
Green copperas (green vitrol)........	0 01
Sugar of lead................	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	[illegible]
Chrome yellow "	....	0 16
Golden ochre "	....	0 10
French " "	....	0 08
Chrome green "	....	0 09
French permanent green "	....	0 13
Signwriters' black "	....	0 15
Marine black, 25 lb. irons..........		0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls 1 00

PARIS GREEN.

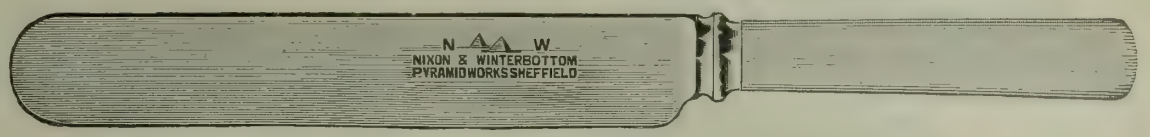
Barrels	0 16½
25-lb. drums........	0 17½

PIGMENTS.

Orange Mineral, casks	[illegible]
" 100-lb. kegs........	[illegible]

THIS MARK ON CUTLERY

is, like the Sterling Mark on silver, a positive guarantee of sound quality. You can recommend



"PYRAMID" CUTLERY

to your customers with the assurance that they will be pleased with the purchase. Sold by all the Leading Jobbers in Canada.

Manufactured by **NIXON & WINTERBOTTOM, Limited, at Sheffield, England**

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 16½
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 78 0 80
Linseed Oil, raw	0 64½ 0 64½
" " boiled	0 67½ 0 67½

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 35
Decorators' Pure	5 85	6 10
No. 1 Canadian	5 50	5 75
Munro's Select Flake White	6 10	6 35
Elephant Genuine	6 10	6 35
Tiger Pure	5 75	5 85
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 75	7 00
" Anchor," pure	5 65	5 90
Ramsay's Pure Lead	5 65	6 00
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		6 00
Robertson's O.P., lead	5 60	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 50
Genuine, 100 lb. kegs. "	5 00 5 00
No. 1, casks, per 100 lbs	4 00 4 00
No. 1, kegs, per 100 lbs	4 50 4 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
" No. 2	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' royal varnish	2 50
Canada Paint Co's sun varnish	2 00
" Kyanize" Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 8
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre 32" & 60", per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Cans, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 70 1 75
Belgium	1 80 1 90
White Bros. English	2 00 2 06
" Lafarge " cement in wood	3 40
" Iron Clad " cotton	2 10
Iron Clad " paper	2 15
" wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in. per 100 lb.	4 25
over 12 in. "	3 25

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—

½ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 50 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 2 lbs	0 95

SASH CORD.

No 12, per lb	0 27

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs, No. 14	6 75
Blind, per lb	0 12

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50 14 00
Plain ship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz	3 00
Double bit, "	9 00 11 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	4 50 6 85

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 53

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p c. Jowitt's, English list, 27½ per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, 7 oz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers 10 oz., doz	5 00
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 2

MALLETS

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $5 dozen
Picks, 17 cents per lb
Pick handles, $2 85 dozen
Prospectors' hammers, 20 cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

Amatite ROOFING

The Paterson Mfg. Co., Ltd.

MINERAL SURFACE NEEDS NO PAINTING

AMATITE roofs need no painting. The owner need never look at them; they take care of themselves. They are "no-trouble" roofs. They present to the weather a *real mineral surface* against which storm and wind and snow are absolutely powerless. This surface does not require constant painting like the smooth surfaced or so called "rubber" roofings. The mineral surface is far better than paint.

Of course before Amatite came, the "smooth surfaced" roofings were the best kind to buy. Now that Amatite has been invented and thoroughly tested by years of use, painting a roof is wasteful and unnecessary. The cost of painting a "rubber" roofing from year to year will soon cost more than the roof itself. That is why everybody who knows about roofing is buying Amatite nowadays. *It needs no painting.*

Amatite is easy to lay. Anyone can do the work. Large headed nails and liquid cement come free with every roll.

We shall take pleasure in sending you a sample of Amatite with our compliments upon request. Address our nearest office.

TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N. B., HALIFAX, N. S.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 15 per cent

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in, $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Canadian discount, 40 p.c.

SCREW DRIVERS.

Sargent's ....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.	....	16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft, each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	...	50
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅝-inch....per gross	9 00
" " ¾ " .... "	10 00
" " ⅞ " .... "	12 00
Leather, 1-inch ......per doz.	4 00
Leather, 1¼ " ...... "	5 20
Web "	2 45

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31
Niagara Spray Nozzles, doz	8 30

Less 5 per cent.

LAWN MOWERS

Taylor Forbes Co.-8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½
Buckworth, per lb	0 10½

VISES.

Wright's		0 13½
Berg's, per lb		0 12½
Brook's		0 12½
Pipe Vise, Hinge, No. 1		3 50
" " " No. 2		5 50
Saw Vise	4 50	5 00
Buckworth, per lb		0 12

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., [illegible]

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

FARRIER KNIVES

Buckworth, 50 p.c.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunk steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1 50; No. 2 and larger, $1.25. Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 5 00
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch pointshoe rivets, 45; cheese box tacks, 85 and 10 trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent

SPORTING GOODS.

CARTRIDGES

"Dominion Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

GAME TRAPS (steel)

Newhouse, 30 per cent.
Hawley & Norton, 45 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 60 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.

	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	
Henckel's	7 50	
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and
Hutton's "Cross Arrow" flatware, 42½ "Singalese" and "Alaska" Nevada ver flatware, 42 p c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40 pruning, 70.
Seymour's, 50 and 10 per cent.

CLAUSS PERFECT STROPPER

The latest thing out. The article with merit. The only automatic Stropper on the market which gives perfect satisfaction. Sold under a positive guarantee.

Anyone, no matter whether he knows how to strop a razor or not, can do so on this automatic Stropper. This is now the only way to strop a razor.

Clauss Perfect Stropper retails for - $2.50

MERCHANTS, WRITE FOR TRADE PRICE

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : . : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 00

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.

Common, cork lined, 35 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 5 and 10

STOVE BOARDS

Lithographed, 60 and 10

OIL STOVES AND OVENS

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50
Nestable, discount 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 22
7-inch "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p c.	

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½

RAT AND MOUSE TRAPS

Out O' Sight Mouse Traps, per doz	0 60
" " Rat Traps, per dozen	1 20
Easy Set Mouse, per dozen	0 45
" " Rat, per dozen	0 95
Blizzard Mouse Traps, per dozen	0 45
" Rat Traps, per dozen	0 95
Hold-Fast (formerly Devil) Mouse Traps, per dozen	0 25
Hold-Fast (formerly Devil) Rat Traps, per dozen	0 80
5-Hole Tin Chokers, per dozen	0 80

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 11, $3.80; No. 11, $3.9 ; No. 12 and 13, $4; No. 13½ $4.15; No. 14 $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.

Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $3—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.

$2.25 base f.o.b., Montreal.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lb., Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal, $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 55 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style.....per doz.	8 10

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz	73 75
Square "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz	42 25
Improved Royal Canadian, 11 in	44 75
Size, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in	45 75
Ottawa, 3 year, 11 in	52 00
Favorite, 5 year, 1 in	53 00

20 per cent.

MISCELLANEOUS

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cen
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.

Berg's wing pump, 75 per cent.

ROPE AND TWINE

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21 0 22
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.		27
Wrapping, cotton, 3-ply		0 25
" 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " "	0 13

Car lots, ½c. less; 5-ton lots, ½c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita.....per lb.	0 25	0 37	
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		
Scythe.....per gross	3 50		
Grind, 40 to 200 lb., per ton	20 00	2	0
" under 40 lb, "		4	00
200 lb. and over		0	00

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Ryall Tool Co., Montreal.

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Maxwell, David, & Sons, St. Mary's, Ont

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The C. S. Rollston Hardware Specialty Co., Vancouver, B.C.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

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Carter-Crume Co., Toronto.

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Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

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Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

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Thos. Davidson Mfg. Co., Montreal.
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Kemp Mfg. Co., Toron
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Frothingham & Workman, Ltd., Montreal
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Drill Heads---Extension
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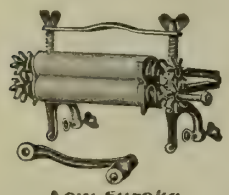

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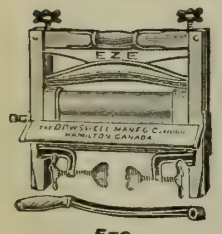

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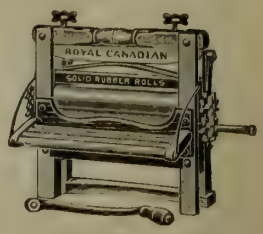

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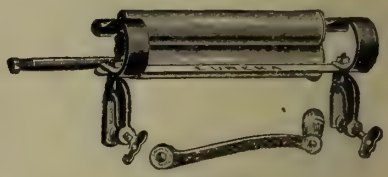

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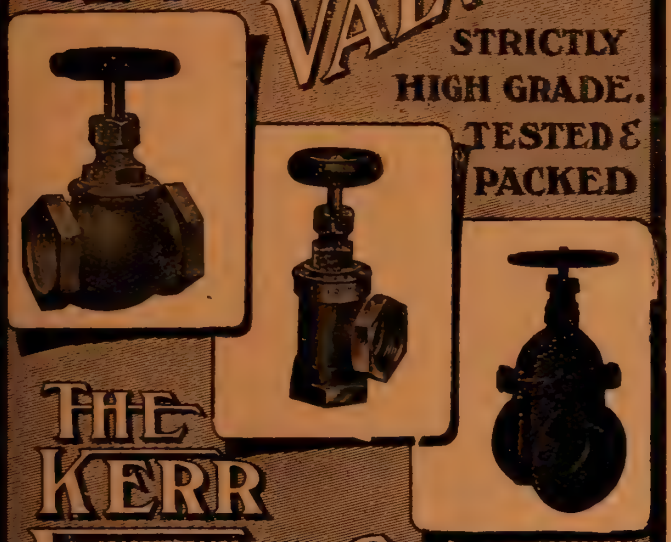

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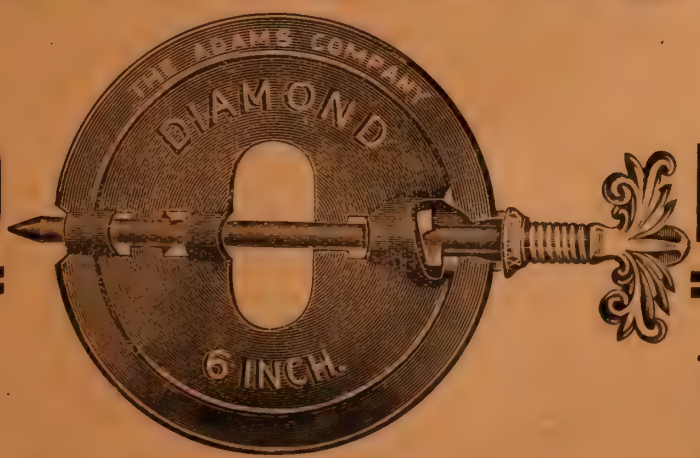

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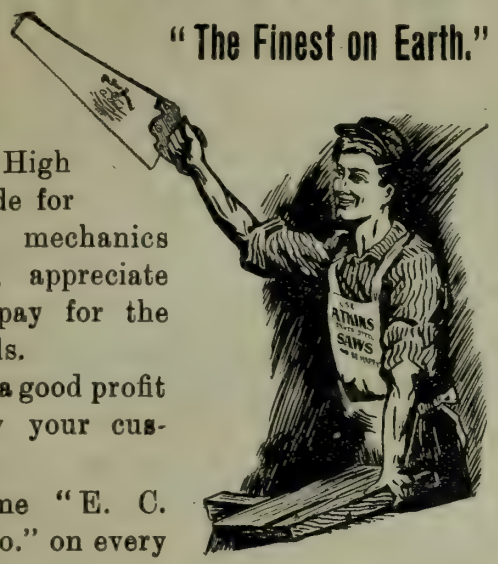

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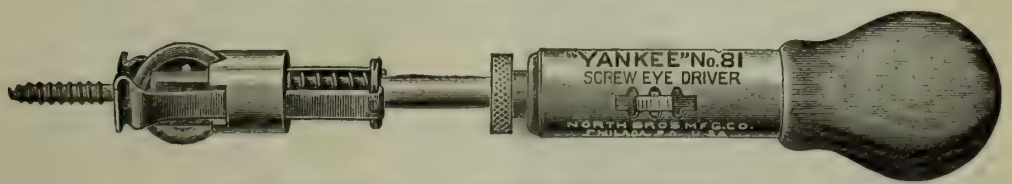

"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.

"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

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Roofing for Flat Roofs

Made from the best galvanized steel, in rolls of convenient size. Lays perfectly flat when unrolled, and with our specially designed cleat and double seams, makes an ABSOLUTELY WEATHERTIGHT roof.

Specially adapted for roofs with a pitch of not less than one inch to the foot.

Ours is the LARGEST and BEST line of sheet metal building materials in Canada—"Eastlake" Metallic Shingles—Metallic Ceilings and Walls—Steel Cornices—Eavetrough—Conductor Pipe - Finials—Ventilators—Skylights—Corrugated Iron, etc.

Our new catalogue No. 70 gives many interesting facts on Metallic Roofing—information that will be valuable to you. Write for one.

Manufacturers,

The Metallic Roofing Co Limited

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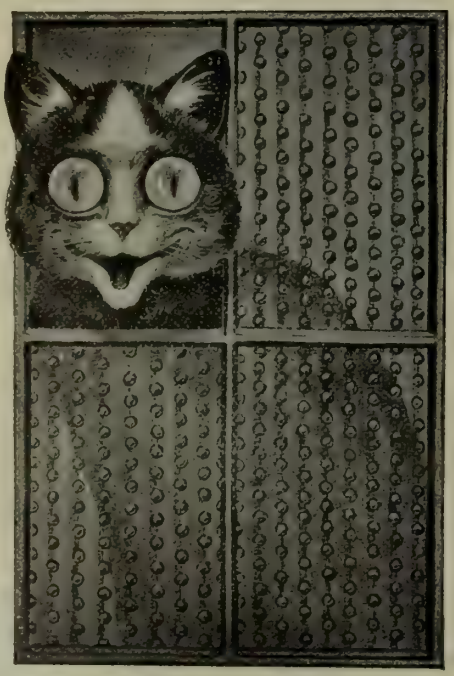

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This is the latest in Ornamental Glass. It obscures the view but not the light. Being made on a scientific basis it meets the present building conditions much better than the general run of flowery figured designs. Write our nearest office for price and sample.

The HOBBS Manufacturing Co., Limited

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All good business men know that every article that leaves their store is some sort of an advertisement. If the article is first-class, you may hear about it again; if it is poor, you are sure to, and the chances are it will come back to you.

Our advice to you is to sell good goods at reasonable prices. In this class we offer you

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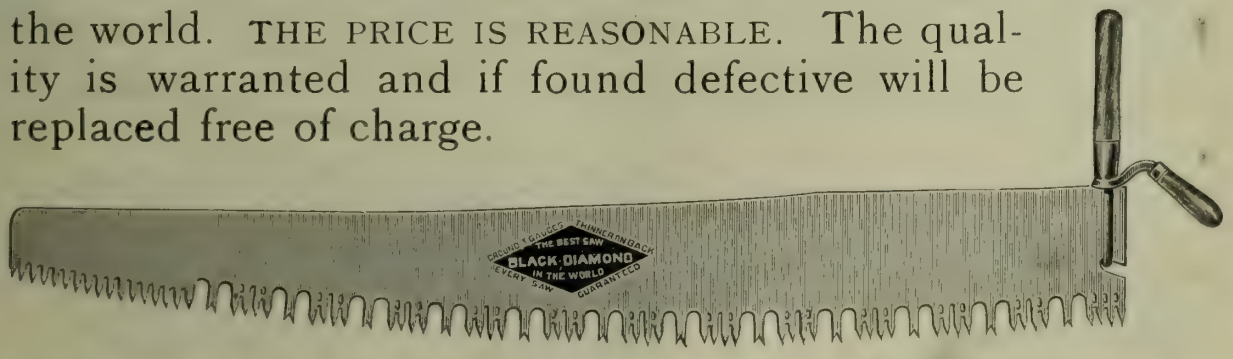
These are guaranteed to be the fastest cutting saws in the world. THE PRICE IS REASONABLE. The quality is warranted and if found defective will be replaced free of charge.



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ARE NEVER USED FOR PRICE CUTTING—WE WON'T PERMIT IT.

LEWIS BROS., LIMITED

EXCLUSIVE DISTRIBUTORS OF "BLACK DIAMOND" CROSS CUT SAWS AND TOOLS

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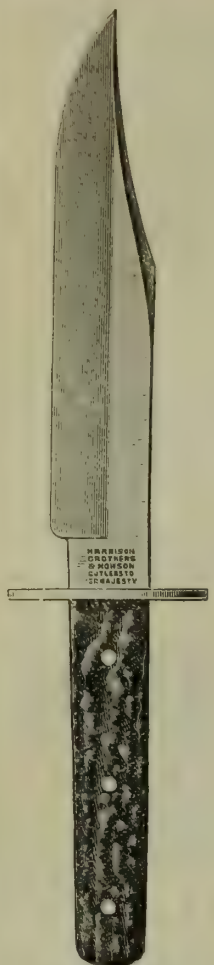
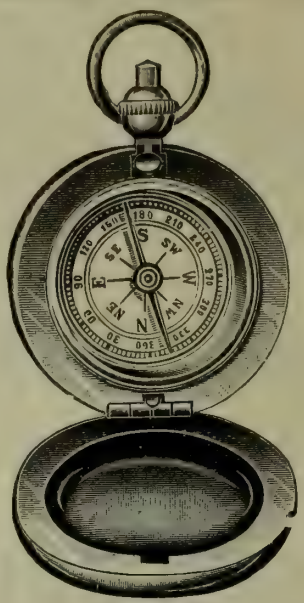
Lines all Hardware Merchants Should Carry



6 and 7 inch
Hunting Knives

Largest Stock in Trade



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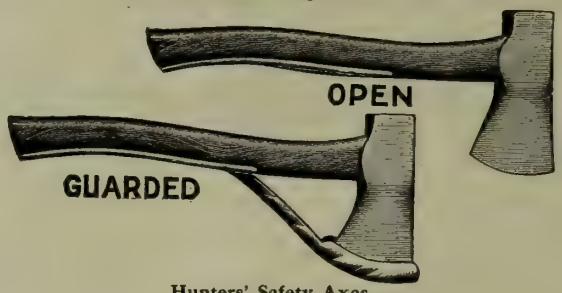
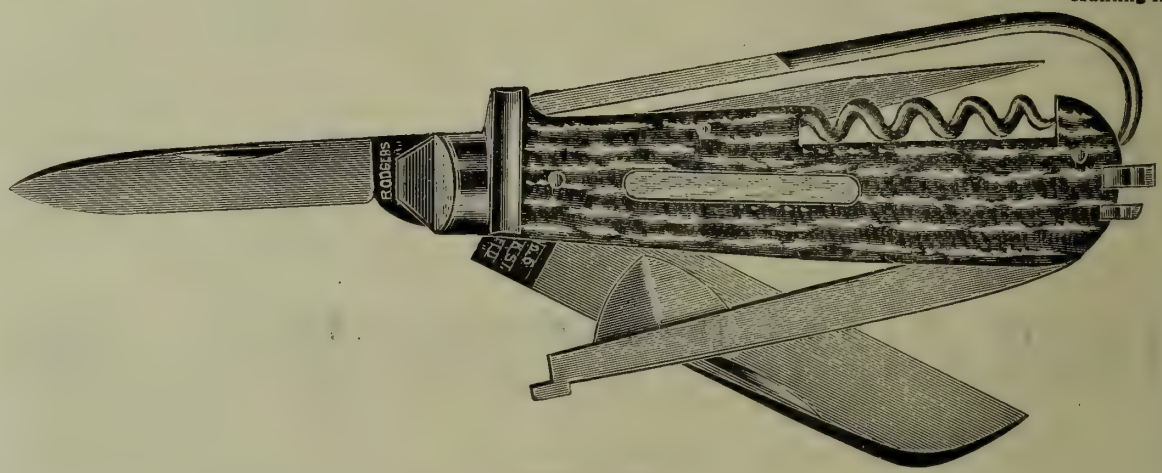
Write for Prices



Hunters' Safety Axes

4½ inch
Hunting Knives



Sporting Knives

Get our Prices on these lines before placing your orders. See our General Catalogue for fuller information
Ask our travellers to quote prices. All orders shipped promptly. Send us a trial order.

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Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

Prosperity is looming up large for Canada, and customers are urged in their own interests to anticipate requirements all they possibly can. The persistency with which we maintain assortments so as to insure immediate shipments is bringing us increased business right along. You can assist us very materially by advising promptly by mail of goods as wanted, and not waiting till the last minute before sending us word. The country is growing at a rate that few fully realize, and the outlook for Fall trade in all lines is the best on record.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY **TORONTO** OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

DISSTON

SAWS, TOOLS AND FILES

MADE
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USED **On Merit**

AND THE CONFIDENCE PLACED IN THE QUALITY AND EFFICIENCY OF THE

DISSTON BRAND

SHALL BE AS WELL-DESERVED IN THE FUTURE AS IT HAS BEEN DURING THE PAST

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INCORPORATED

Keystone Saw, Tool, Steel and File Works PHILADELPHIA, PA.

CANADIAN WORKS: 112 Adelaide St. East, Toronto, Canada

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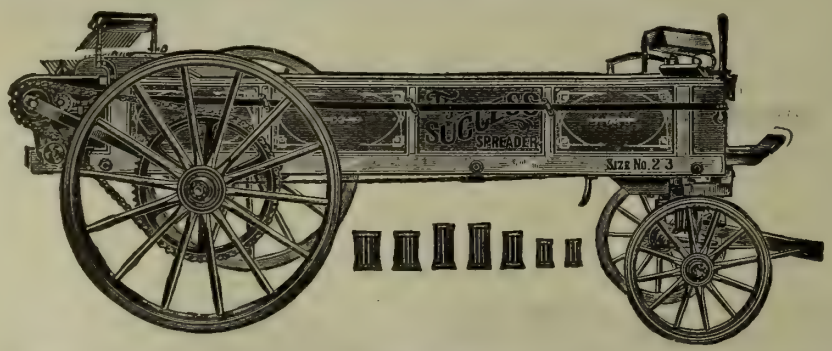
are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



We supply the following goods

Success Manure Spreaders
Walking Plows of every description
Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. "Leader" Scufflers. Pulpers, Agricultural Wheelbarrows. Also the famous Thom's Blower, Ensilage Cutters.

These goods can be and are being profitably handled by many of the leading hardware men.

We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*

SAFE REVOLVERS

No Revolver is better known than the "Iver Johnson."

Why not carry this make in stock when they cost no more than those that are not safe under all conditions?

We have all sizes in Stock, Nickel or Blued Finish.

Safety Hammer Style

.22 R.F. Calibre with 3-in. Barrel
.33 C.F. " " 3-in. "
·38 " " " 3¼, 4 & 6-in. barrel

Safety Hammerless Style

.32 C.F. Calibre with 3-in. barrel.
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BROWNING
AUTOMATIC
Pocket Pistol

NEAT---COMPACT
Reasonable in Price

.25 Calibre. Weighs only 12-oz.

New Bayard Self-Loading Pistol

Best balanced long range Pistol made.

Magazine being in front of trigger guard, greatly improves accuracy in shooting, and allows the use of powerful cartridges.

Magazine holds six .38 calibre cartridges.

Each Pistol comes in neat plush lined case.

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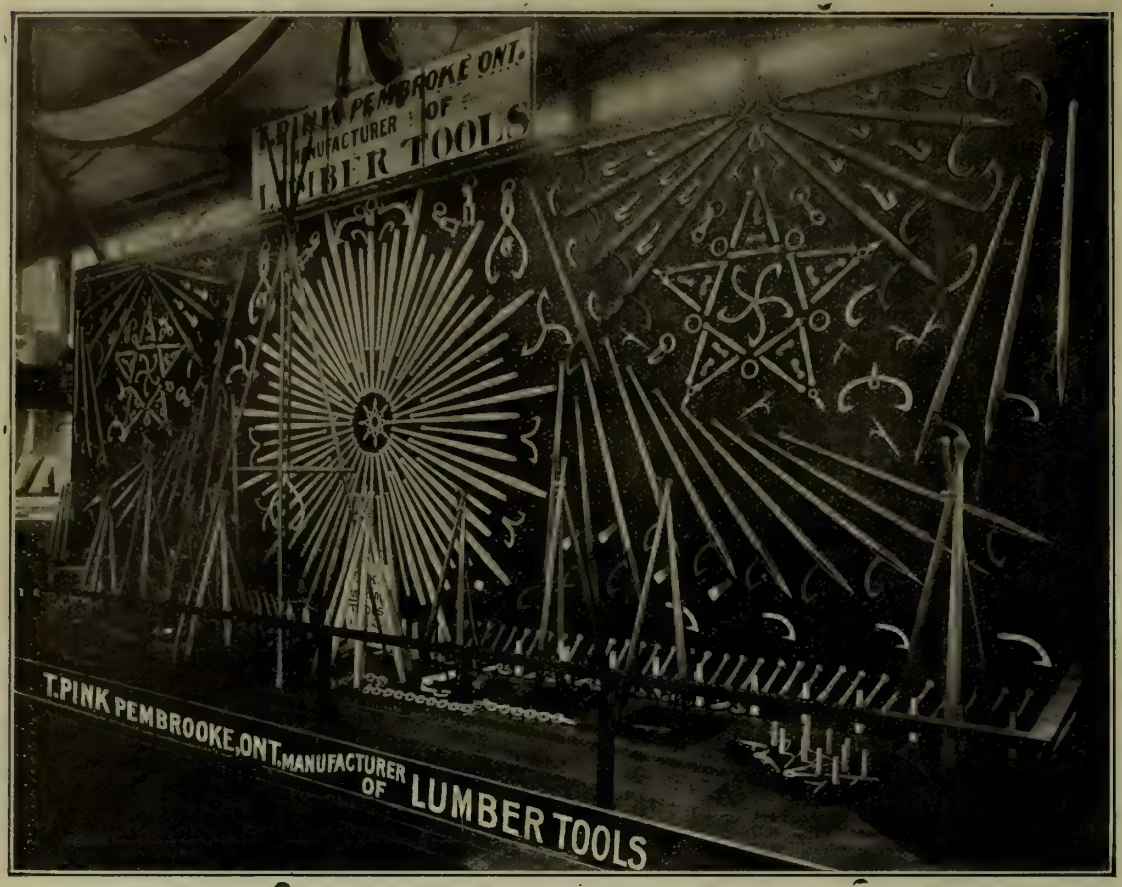

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Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

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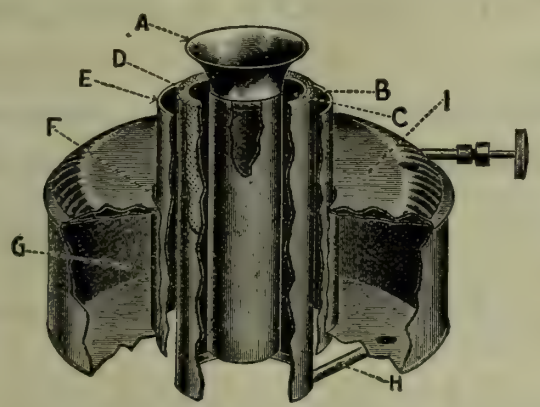
Sold on merit—never on bluff. The biggest heat value in the world for the money.

"ALUMINO" and "ELECTRIC" OIL HEATERS

Sell on sight and stay sold. Neighbor tells neighbor, and each sale sells another. A business-building Heater.

The only Oil Heaters in the world which heat from the sides and bottom, as well as from the top.

No smell, no smoke, no danger, no trouble. A furnace for heat. No other Oil Heater on earth so good, so safe, so satisfactory. Handsome in design and finish; without a flaw. But it's the inside—Just note the construction of this wonderful Safety Burner.



A Flame Spreader; *B* Air space outside of Wick; *C*—Air Space inside of Wick Tube; *D*—Wick; *E*—Outside Casing to burner; *F* Air space between Fount and Outside Casing; *G*—Fount for oil, entirely separate from burner; *H*—Feed Pipe carrying oil from Fount to Burner.

The Grand "Safety Burner"

that makes them the biggest heat value in the world for the money. Note construction of **"Safety Burner"** above.

Send for descriptive books—pass them out to your customers. You cannot well afford to sell an inferior Heater. You cannot afford to sell your trade anything but the best—here's your chance.

P. S.—We stand behind this: "Money back if the Heater proves unsatisfactory."

Made in four sizes.

LEWIS BROS., Limited

Exclusive Canadian Distributors

Ottawa Toronto MONTREAL Calgary Vancouver

Crescent Brand

Registered

IMPORTANT ANNOUNCEMENT

There is a gradual rise taking place in the value of all commodities.

Deliveries of raw material are not so prompt as they have been.

Good buyers seem to have come to the conclusion that it is good business to anticipate their wants some time into the future.

Authorties have recently expressed their opinion that the balance of this year and next year will be the busiest in the history of Canada.

Only a short time ago it was necessary for buyers to look ahead and anticipate their wants for six months.

PRICES TO-DAY ARE AT THE BOTTOM

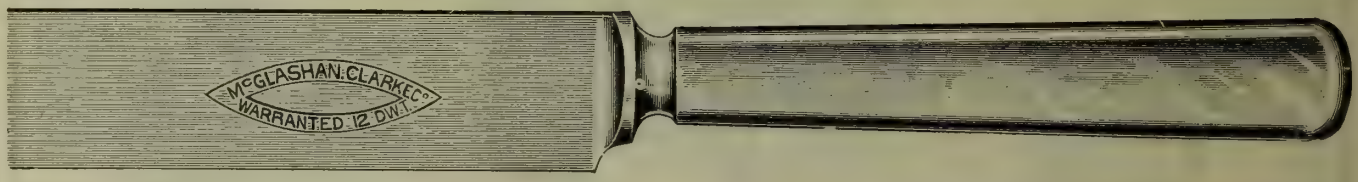
There will be a wonderful revival in most all lines of business — none more so than in Steel and Iron Hardware.

We have backed up our belief in an increasing business by building large additions to our plant, installing modern machinery, making large purchases of raw material, and recommend that our **customers buy promptly** and **liberally** to insure prompt delivery when the rush season opens.

Of course you will want the best; so order Hinges, Butts, Plated Butts, Brackets, etc., etc., from us.

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, ONTARIO



SPECIALIZE ON THIS KNIFE

which is made either for dessert or table use. Manufactured from finest English cutlery steel, 12-dwt. plate and hand burnished. Best grained celluloid handle, warranted secure. Put up in neat rack boxes of ½ a dozen.

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BUCKWORTH

Solid Wrought General Blacksmiths' and Clip Horn Anvils, with Crucible Steel Face : : :

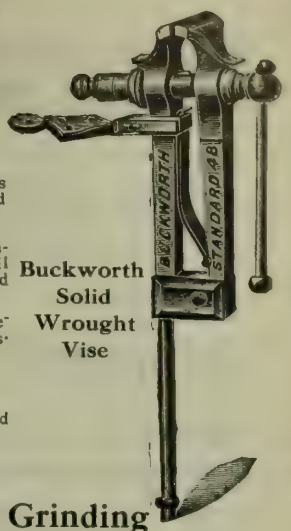
We call special attention to our Farrier's Clip Horn Anvils. These Anvils are the result of years of careful study on our part of the Farrier's wants, and we are now able to present an anvil that is perfection.

With ye rs of experience and careful study of the advantages and disadvantages of the various makes of anvils on the market, we here present an anvil which is as near perfect as it is possible to be. The size of face, length and fulness of horn and depth of drop have all been considered. We defy a better shaped anvil for general blacksmithing.

Every genuine **BUCKWORTH** Anvil is made of the best Wrought Iron and faced with the best Crucible Cast Steel, carefully tempered and tested to secure absolute uniformity. The **BUCKWORTH** Anvil is made by the latest improved methods. Top and bottom are each one solid piece, and only one weld at the waist.

The steel faces to these anvils are all put on in one solid piece.

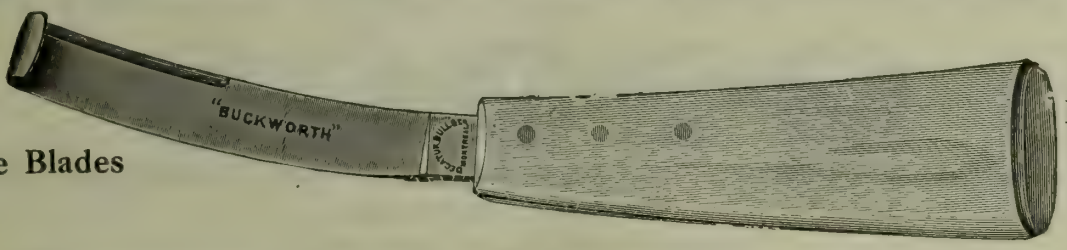
NOTE.—That every genuine **BUCKWORTH** Anvil is stamped the name **BUCKWORTH** together with the word "original" on a hammer.



Buckworth Solid Wrought Vise

Anvils, 40 to 600 lbs., carried in stock

BUCKWORTH FARRIER KNIVES are superior in Quality and Grinding



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OUR NEW CATALOGUE

No. 71

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Is just off the Press.

It lists our complete line and if you have not received a copy write for one to-day.

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The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

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THE DEALER WHO BUILDS UP A SUCCESSFUL BUSINESS

is alive to every opportunity. ***Structural Steel*** is the opportunity of the moment, and is right in your line. Sell it! It is profitable enough, and you already do business with the men who use it. We will assist you, quote you prices, and protect you every way.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

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COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

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are the makers of the Fence with the special exclusive feature,—THE

Dillon Hinge Stay

The Hinge Stay is a joint in the upright at every strand wire, and this enables the fence to give under pressure without bending the stays. It will always stay up, and never sag. Write for catalogue.

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Every public building in your town should have metal ceilings and side walls. It is our fault and yours, if they haven't. Let's get after them. Send us the names of people in your town who might be interested in sheet metal interior decorations, and we'll stir them up in your behalf.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

Annealed Hay Baling Wire

supplied in lengths, cut and straightened any size

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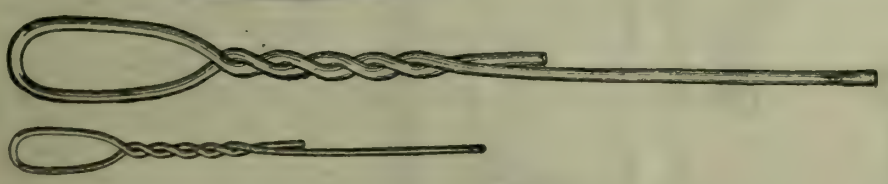

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Wire Nails, Wood Screws, Bright Wire Goods

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For use in Chimneys, etc. One size, 12 x 4½ inches.

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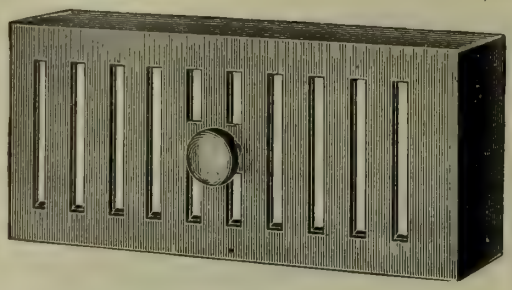

Made with or without slides. Sizes, 8¼ x 2½ x 2½, 8¼ x 5 x 2, 11½ x 5½ x 3¼.

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Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

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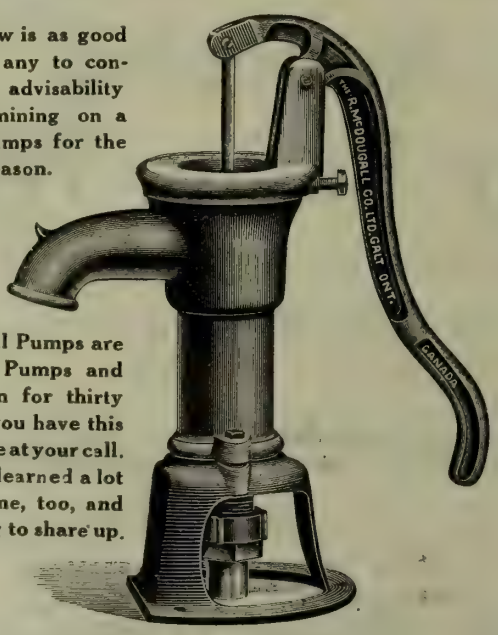
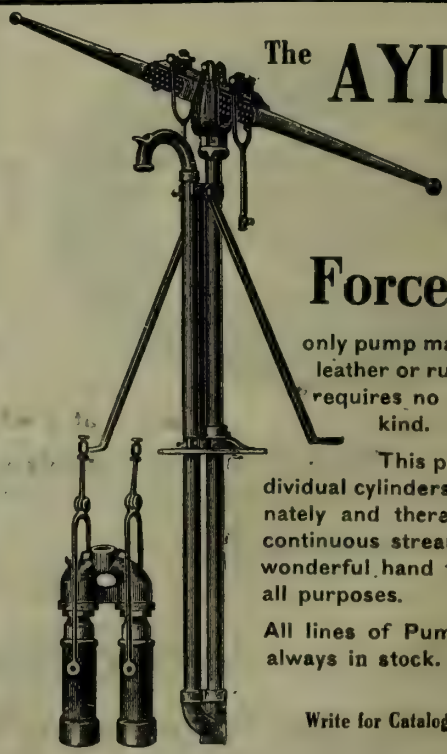


McDougall Pumps are Standard Pumps and have been for thirty years, so you have this experience at your call. We have learned a lot in that time, too, and are willing to share up.

Remember "Aremacdee" is a guarantee

The R. McDOUGALL CO. LIMITED

Galt, Canada



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Double Cylinder Double Acting Hand

Force Pump

only pump made that has no leather or rubber valves and requires no packing of any kind.

This pump has two individual cylinders working alternately and therefore throws a continuous stream and makes a wonderful hand force pump for all purposes.

All lines of Pumps and Scales always in stock.

Write for Catalogue and Prices.

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THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

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This Surety Bond is wrapped with every roll of Congo. On our three-ply grade it guarantees the roofing for *10 years*. There is no catch about it. The bond means that we have satisfied the National Surety Company that we will stand by the provisions of the guarantee; and if we should fail to do so, the loss will fall on them.

This SURETY Bond is as good as a Government Bond.

With Congo on your roof, and the bond in your safe, you are absolutely protected.

If Congo was made of paper it would still be the best roofing to buy with such a guarantee, for the guarantee means that we will keep you satisfactorily roofed for ten years, and that is what you want.

But of course Congo is not made of paper, but of such *durable, waterproof* materials that there will be no trouble or complaint during the ten years. If it were not the Surety Company wouldn't guarantee it.

FREE SAMPLE

Let us send you a sample of Congo, together with a copy of the Guarantee Bond. Both free on request.

United Roofing & Manufacturing Co., - Philadelphia, Pa.

Successor to BUCHANAN-FOSTER CO.

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The old reliable manufacturer of Hockey Sticks, who has made a reputation for himself from coast to coast. When you are looking for quality in

HOCKEY STICKS

ask your jobber to show you the kind Salyerds makes, and he will if he is on to his job. Some new designs this year, and it will pay every live dealer to stock them. Jobbers only supplied.

When the question is Hockey Sticks the answer is Salyerds

E. B. SALYERDS

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Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

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FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

ARCHITECTS' OWN DESIGNS AND SPECIAL REQUIREMENTS CAREFULLY EXECUTED

Thousands of "Puritan" Washers

have been sold within the last few years, and the better the "Puritan" becomes known, the brisker becomes the demand for it.

Some special "Puritan" features are:

—*Smooth, Easy Running*, due to heavy balance wheel and roller gear and bearings.

—*Quick Washing*, due to the fact that the "Puritan" dolly-board makes a full ¾ revolution at each turn of the handle, doing fully twice as much effective rubbing as other ½ turn machines.

—*Easy Opening*, due to the use of a coil spring which counterbalances the weight of cover and gearing.

Such talking points as these make it easy to sell "Puritan."

David Maxwell & Sons - St. Marys, Ont.

The "Rollston Easy" Pulley

This simple, easily operated clothes line pulley sells on sight, and for a limited time we shall be pleased to send you a full-sized sample gratis and carriage paid.

The G. S. Rollston Hardware

Lightens Wash-Day Labour

It is made and distributed for us by the Canada Steel Goods Co., Hamilton, but all communications, including request for sample, should be addressed to

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Simonds' "Crescent Ground" Cross-Cut Saws

The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

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SIMONDS CANADA SAW CO., Ltd. Montreal, P.Q., Vancouver, B.C., St. John, N.B.

"A Hit, A Very Palpable Hit"

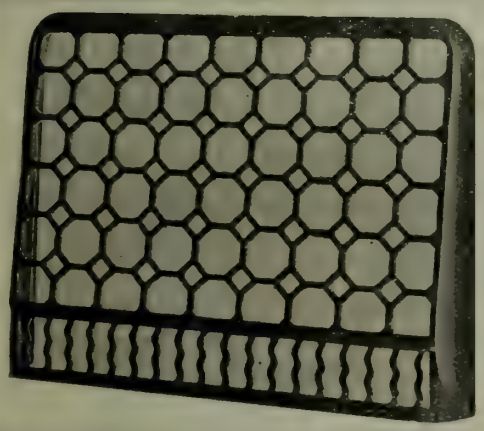
You will find that **you** have **hit** the public taste exactly if you stock the

BROOMS, BRUSHES AND WOODENWARE

OF

Thomas Bryan, Limited, London, Canada

Western Representatives:—**WINNIPEG PAINT and GLASS CO., Ltd., Winnipeg, Calgary and Edmonton**



A Constant Satisfaction

¶ The accompanying cut illustrates a new, attractive and artistically designed *Cold Air Inlet*, which matches our sidewall register. The

"DOMINION"
COLD AIR INLET

gives constant satisfaction, and is made in three sizes, of japanned black, electro-plated, oxidised copper and nickel-plated.

We await your request for quotations

Manufactured by A. Welch & Son *TORONTO Ont.*

H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY Co.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. Office: CHICAGO, ILL

The FAMOUS OIL HEATER

¶ The public undoubtedly realize the usefulness of some style of heater which they can quickly and conveniently fire up these chilly evenings.

¶ The ordinary oil heater that is placed in the market is an odorous, foul-smelling article.

¶ Why not purchase an oil heater that is guaranteed and that you can rely on?

¶ We have manufactured Oil Heaters for ten years past and are now in a position to supply the best in that line that may be required.

London, Toronto, Winnipeg, Vancouver,

McCLARY'S

Hamilton, Montreal, St. John, N. B. Calgary.

SEASONABLE LINES

Fig. 395

WATER COOLERS

Nicely Japanned in Fancy Colors
and
Attractively Ornamented.

Nickel Plated Tap.

Made in Six Sizes.

2, 3, 4, 6, 10, 15 galls.

Can also be supplied with
Excellent Carbon Filters
in four sizes only
3, 4, 6, 10 galls.

WATERING POTS

Fig. 397
Japanned in Bright Green and fitted with Patent Rose.
7 Sizes—Quarts: 1, 2, 3, 6, 10, 14, 16.

GALVANIZED
Strong and made to last.
3 Sizes—Quarts: 10, 16, 20.

WRITE FOR PRICES

THE THOS. DAVIDSON MANUFACTURING CO. LIMITED

MONTREAL and WINNIPEG

GARNET "GOOD CHEER" RANGES

with 20-inch oven and 4 or 6 hole top

This is the range for farm or city trade

All cast linings.

Duplex grates.

No back grate rest to warp or burn out.

Fireback well ventilated and long lasting.

Key-plate top with lever lift.

Nickel all removable.

Handsome design and best finish.

Works to perfection.

Price right.

We also have the smaller size (No. 9-18) which has firmly established itself in public favor during the past two years.

Let Us Hear From You

The James Stewart Manufacturing Company, Ltd.

Woodstock, Ontario

Western Warehouse: 132-4 Portage Ave. East, Winnipeg, Manitoba

"JEWEL" STOVES AND RANGES

PLAIN

Quebec Jewel Heaters

Slow Combustion, Direct Draft.

For Hard or Soft Coal. Surface Burners. Quebec Jewels are lined to the top with fire-brick. The feed-door is fitted with air-tight screw dampers, made in four sizes: Nos. 2, 3, 4 and 5, either nickel-plated or plain. The main top has one pot-hole and nickeled swinging cover. Bottom cast iron tray and ash pan supplied with each stove. Quebec Jewels are ***durable, effective*** and ***economical.*** The "Jewel Line" of Stoves and Ranges ***please the people*** and are ***easy to sell.*** Are you selling them?

NICKELED

MANUFACTURED BY

The Burrow, Stewart & Milne Co., Limited, Hamilton, Ontario

The most attractive and perfectly constructed Oak Stove on the Canadian market is the

"EMPIRE OAK"

The lowness of price of this stove cannot fail to attract you, and you may rest assured that the finish, construction and effectiveness of the "EMPIRE OAK" will continually please your customers.

It will burn coal, coke or wood, and is made in 4 sizes. Shipment, as a rule, the same day order is received.

SEND TO-DAY FOR PRICES

Stocks carried in Toronto, Winnipeg and Vancouver

The CANADIAN HEATING & VENTILATING CO.

LIMITED

Owen Sound, Ontario

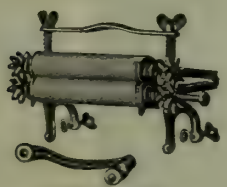
Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C.

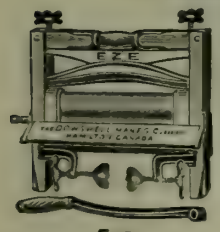
Seasonable Goods and Good Sellers at All Seasons

There's a reason why ***Dowswell Wringers*** have held the market for years with constantly increasing sales.
They're better made, better finished, have better rolls and wear longer than other kinds.
Thousands of women know it and go out of their way to get them. DON'T LET THEM GO TO YOUR COMPETITOR.

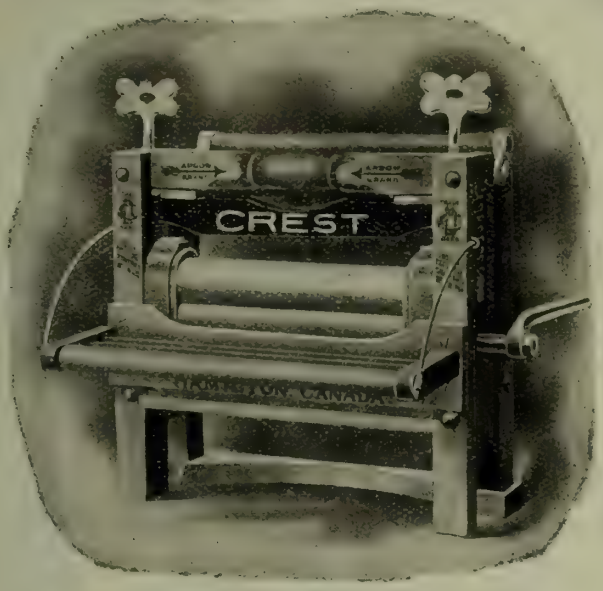
53 Styles - 4 Sizes

Bench


New Eureka

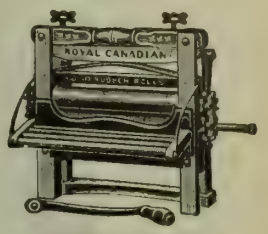


Eze

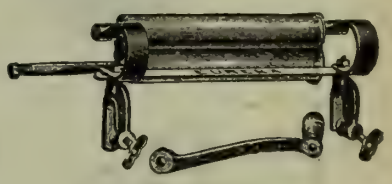


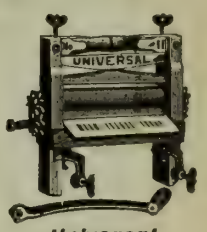
Crest

No other Wringers have a like Selling Record



Royal Canadian


Old Eureka



Universal

The DOWSWELL MFG. CO. Limited

Hamilton, Canada

FAMOUS AIR-TIGHT HEATERS

"D" SERIES

¶ "Air-tights," as a rule, are manufactured wholly of sheet iron, and the fuel is all fed from an opening in the top.

¶ We also manufacture an "Air-tight" with a cast-iron front and a deep, over-hanging top, giving it a large appearance.

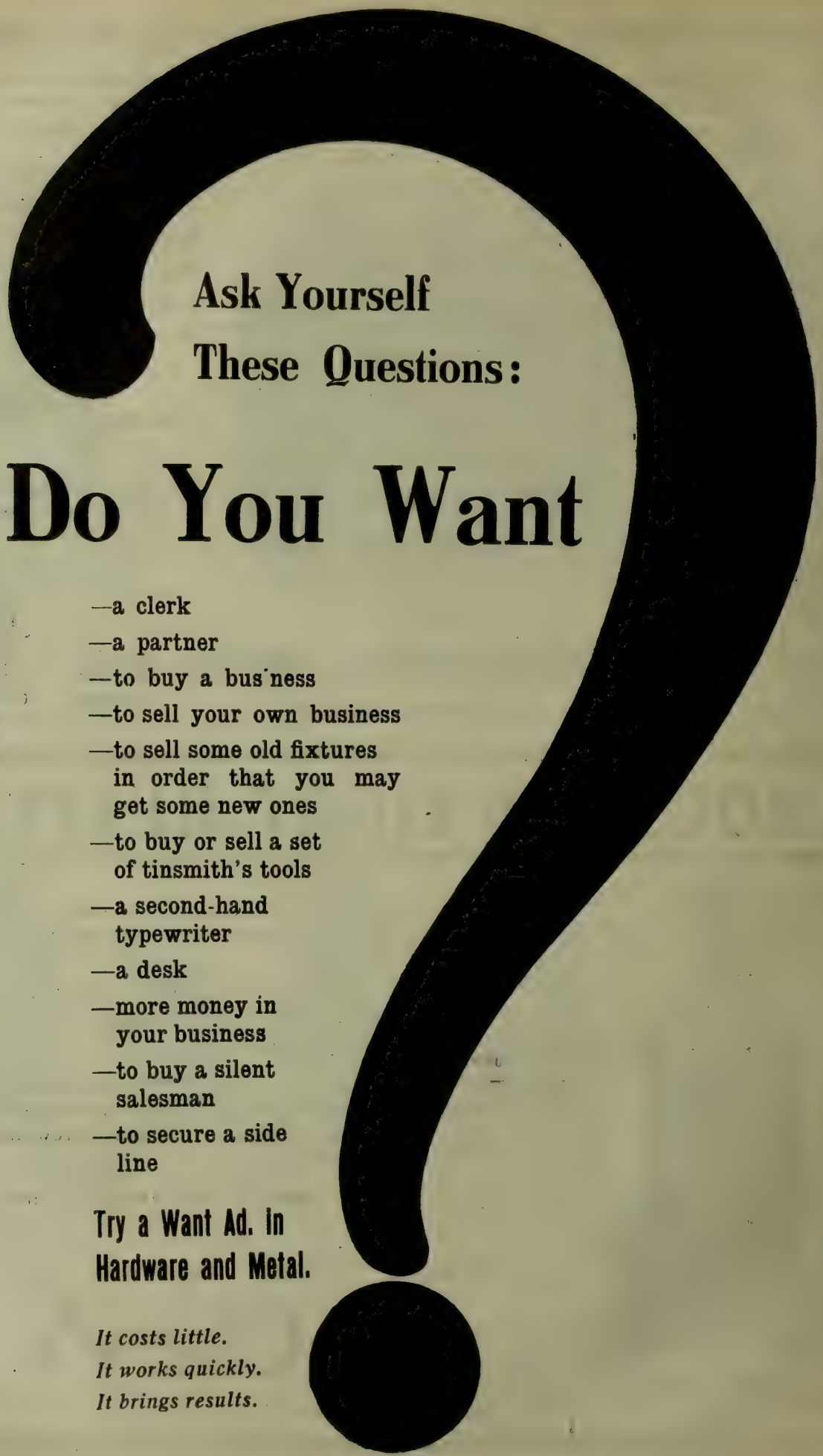
¶ It is made with large, double-lined feed doors, swing cover with pot hole underneath, swing nickeled ornamented cover and urn, screw check in upper door, etc.

¶ Let us send you a booklet about this heater.

LONDON TORONTO VANCOUVER ST. JOHN

McClary's

MONTREAL WINNIPEG HAMILTON CALGARY



Ask Yourself These Questions:

Do You Want

—a clerk

—a partner

—to buy a bus'ness

—to sell your own business

—to sell some old fixtures in order that you may get some new ones

—to buy or sell a set of tinsmith's tools

—a second-hand typewriter

—a desk

—more money in your business

—to buy a silent salesman

—to secure a side line

Try a Want Ad. in Hardware and Metal.

It costs little.
It works quickly.
It brings results.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

Counter Check Books
"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CHILLED SHOT.

ABBEY IMPROVED CHILLED SHOT COMPANY, LIMITED
Sole Manufacturers of Improved Chilled Shot and Makers of Hard and Patent Shot
Newcastle-on-Tyne — Samples sent on application
Before buying elsewhere send for our prices

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.
BALL BEARINGS
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webster & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

ELECTRIC DRY BATTERIES.

TRADE MARK

X CELLS are the only Dry Cells which show NINE LIVES.
You'll make money in handling them. All standard sizes.
Electrical Specialties, Limited
TORONTO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GALVANIZING

GALVANIZING
Write for Prices
THE CANADA METAL CO., LIMITED
TORONTO, ONT.

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

HARDWARE SPECIALTIES

FOOD COOKED PROPERLY
with Hot Live Steam. All the goodness preserved. Cooking in sight all the time. Copper bottom and heavy tin. For use on Gas, Gasoline, Coal, Coal-oil, Charcoal or Wood Stoves.
Prices, etc. from the
COLLINS MFG. CO., TORONTO

FILTERS.

Anti-Splash Tap Filters
The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers. We supply display cards that sell them.
Write for Prices and Sample.
The Anti-Splash Filter Co.
OWEN SOUND - - ONTARIO

FIRE ESCAPES.

HARDWAREMEN
You should get after Fire Escape business in your town. The Government demands fire escapes on all hotels and public buildings. Send us particulars and get our prices.
JAMES & REID - PERTH, ONT.

MANUFACTURERS' AGENTS.

COULSON AND BLAIKIE
Manufacturers' Agents
459 St. Paul Street : : Montreal
We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.
Our connection is with the Wholesale Hardware Trade

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed. Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

MANUFACTURERS' AGENTS

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

J. M. KAINS & CO.
MANUFACTURERS' AGENT
83 Pender Street W., VANCOUVER, B.C.
Open to represent a first-class Hardware Specialty. Highest References.

METAL PRODUCTS.

Estab. 1880 — Bell Tel. East 419
MONTREAL SMELTING AND REFINING WORKS
Geo. Langwell & Son, Montreal, Que., Can.
Smelters and Refiners of all Metal Products
Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.
Get Quotations

NAILS.

JAMES PENDER & CO., Ltd.
ST. JOHN, N.B.
Manufacturers of
Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp } Best in Canada
Horse Nails, Etc.

PORTABLE OVENS.

BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
The Warren Mf'g Co., Limited
Toronto, Ont. Phone M. 274

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.

Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

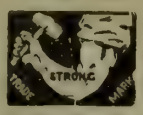
Atlas Mfg. Co., New Haven.

Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels, Grinding Machines, Beaver Oil Stones.

TOOLS.

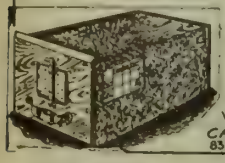


ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

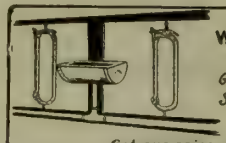
BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
83 Richmond St. W. Toronto.

STEEL TANKS.



GALVANIZED STEEL
WATER BOWLS & STANCHIONS
A new, up to date line.
GALV. STEEL THRESHERS TANKS
STREET SPRINKLING TANKS
STEEL HOG RACKS.

Get our prices - they are low!

The Steel Trough & Machine Co., Limited
TWEED - ONT.

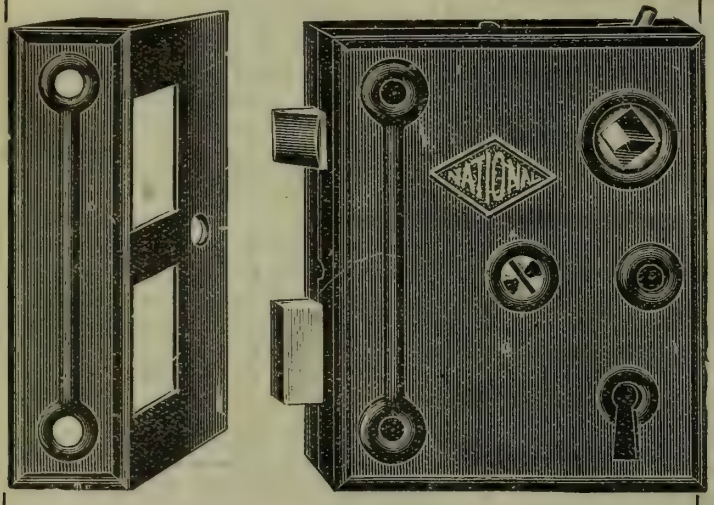
VENTILATORS.

Ventilators and Chimney Cowls

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

YOU CAN HANDLE NO ARTICLE which will do more to strengthen your hold upon the Builders' Hardware Trade than the



National Steel Rim Lock

ASK YOUR JOBBER FOR THIS BRAND.

NATIONAL HARDWARE CO., Limited
ORILLIA - - - ONTARIO - - CANADA

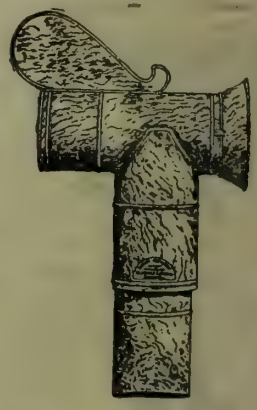
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



GORDON & EAGAN Plumbers
Montreal, Dec 8th, 1905
J. W. Harris Mfg Co. Ltd.,
Montreal.

Gentlemen:
We have much pleasure in advising you that your "Zephyr" Ventilators installed by us have given every satisfaction.

Yours very truly,
Gordon & Eagan, 55c Metcalfe St.

Made by

THE J. W. HARRIS MFG. CO., LIMITED
CONTRACTORS
Montreal

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

NEPTUNE UNRIVALLED
PATENT STEEL WIRE

is the Strongest, Most Elastic and Most Economical Wire on the market. The 12½g. and 14g. will save you over 60 per cent. as against Nos. 8 and 10 gauges ordinary wire. Does not sag in summer nor snap in winter.

	Breaking Strain	Length per 100 lbs.
"NEPTUNE UNRIVALLED," 12½g	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g	1125 lbs.	471 yds.
"NEPTUNE UNRIVALLED," 14g	730 lbs.	2000 yds.
Ordinary Galvanized Wire, 10g.	720 lbs.	729 yds.

Manufacturers: Felten & Guilleaume, Lahmeyerwerks-Actien-Gesellschaft Carlswerk, M. E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

Always Reliable
Always Uniform
Always Perfect
In Fit and Finish

SEE THE DIAMOND · WHOLESALE ONLY

THE OSHAWA STEAM AND GAS FITTINGS CO., Limited

OSHAWA, - - - CANADA

L. E. DUBUC

MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

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Jessop's Steel

To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England
CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.
CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.
144 William Street, Montreal, Que.

The Sliding Furniture Shoe for Metal Beds

Pat. Feb. 9-09.

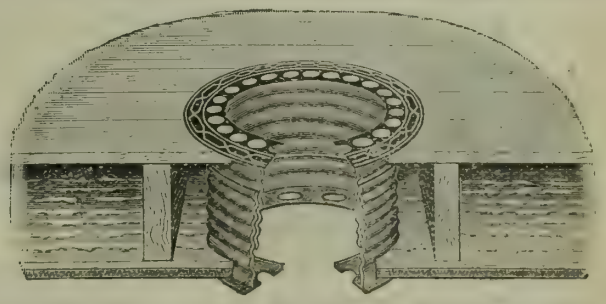
For metal beds, round or square posts, these Wishbone Bushing or long steel stems used in connection with Cone Washer, will retain itself centrally and can easily be removed. Made so as to fit any size of post. The ball and socket principle of joint allows Shoe to adjust itself to uneven surfaces, hence the shoe will slide where castors will not roll. Do absolutely no damage to hardwood floors, carpets or matting.

Ask your jobber. If he cannot supply you write us for free circular and discounts.

Eastern Representatives; Coulson and Blaikie, Montreal, Que.
Western Representatives; G. W. Endress, Winnipeg, Man., E. R. Bollert, Vancouver, B. C.

Onward Manufacturing Co., Berlin, Ont. and Menasha, Wis

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order, because they have no springs. They are the only real good Stove Pipe Thimbles on the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

ATTENTION!

The HERCULES reinforced shaft splice is the best adapted and the strongest and simplest for repairing broken shafts on the market.

A Post Card sent to us will give you all information.

THE HERCULES SHAFT-SPLICE CO.
STRATFORD ONTARIO

THERE IS ONE THING THAT NEVER FAILS TO ATTRACT, AND THAT IS

LIGHT

SECURE AN AGENCY FOR THE

"EMPIRE LIGHT" (Burns Coal Oil)

for your vicinity, and not only will it prove a paying proposition itself, but it will attract business in other lines.

WRITE FOR PARTICULARS

THE EMPIRE LIGHT CO., Limited, 16 Victoria Square, Montreal

Royal Polishes

appeal to the housewife because she finds them unparalleled for all purposes.

They cannot help but appeal to you, because they are made in Canada, and they yield you a fine profit.

ROYAL POLISHES COMPANY
MONTREAL

AGENTS: Ottawa—General Supply Co. of Canada, Ltd. Winnipeg—H. W. Glassco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

CANADA FOUNDRY COMPANY
LIMITED

Cor. King and Simcoe Sts. — *TORONTO, CAN.*

MONTREAL — *WINNIPEG*
HALIFAX — *VANCOUVER*
OTTAWA — *ROSSLAND*

MANUFACTURERS OF

Power Appliances of All Kinds

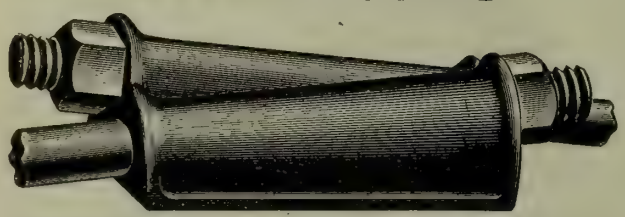
Complete Power Plants
Steam, Gas or Electric

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—½ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

OTTERVILLE MANUFACTURING CO.
OTTERVILLE, ONT. — *Limited*

JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. — LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK
GRANTED 1682

Sole Agents for Canada

James Hutton & Company
Montreal

"Always Reliable"

Gasoline Combination Blow Torches

(Patent Applied for.)

furnished with our adjustable soldering iron holder, which can easily be removed when not required, and has an advantage over old style stationary kind which are often in the way. Also has our "never leak" pump, plunger of which screws down. Made in two sizes, pints and quarts, with or without the soldering iron holder, either round or flat shaped tanks. Packed, one each in a wooden box, properly labeled. Write for our catalog No. 10, on Furnaces and Torches, also catalog No. 5 on full line Plumber's Tools, etc. Can be obtained from any jobbing house in Canada.

OTTO BERNZ
13th St., Newark, N. J.

MORRILL'S NO. 3 & 4 SAWSETS

Fully Warranted

No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5— " Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

Our Electric Welded Chains

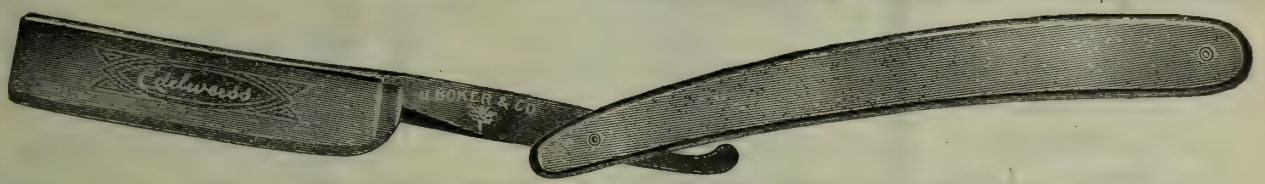
have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

Caution to Purchasers of H. BOKER & CO'S. RAZORS



None Genuine Without the Trade Mark, "Tree"

Look for this Trade Mark

It is on all genuine Boker's Razors

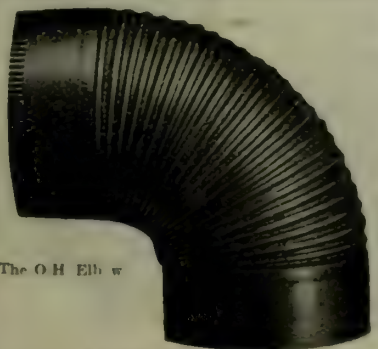
Owing to the numerous piracies and imitations of H. Boker & Co's. Razors which are being offered to the Trade as Boker's make without the Tree, beware of such! Look for the Trade Mark Tree. Refuse all razors without the Tree as Boker's.

It is your assurance—your customer's guarantee. For sale by all Wholesale Hardware Houses.

STOVE PIPE ELBOWS

In two styles.

The O.H. and the Cooper Dustless



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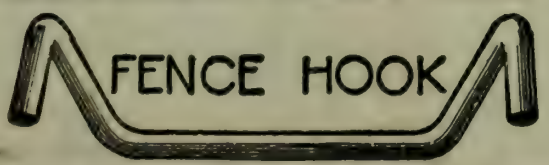

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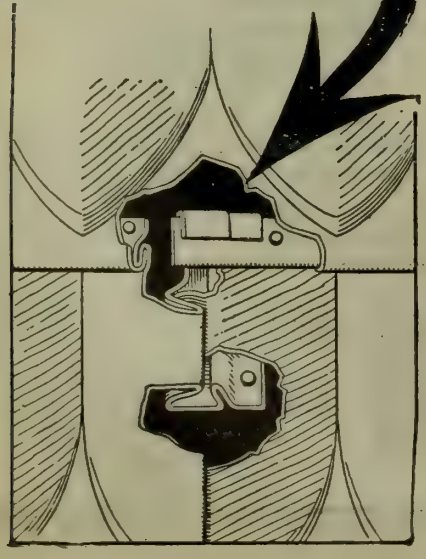

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Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

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This Trade Mark Insures Genuineness Originality Perfection Satisfaction

A TOOL THAT'S STAMPED

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IS THE BEST OF ITS KIND

IMPROVED CARPENTERS' TOOLS

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Coal Oil Lighting Specialties

SHOULD COMMEND OUR

"BANNER" COLD BLAST LANTERNS

TO THE TRADE

THEY ARE FULLY GUARANTEED

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What Do You Think of This?

Here is a sample of our extra heavy self-righting polished brass (or nickel plated)

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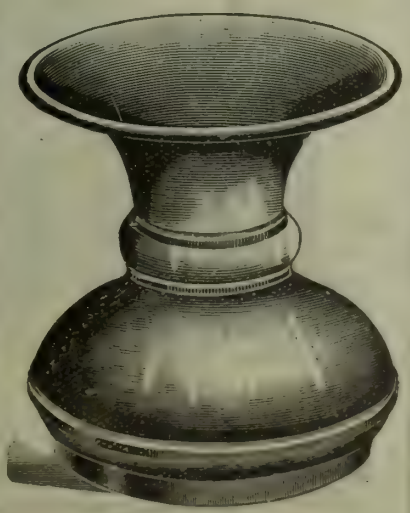

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Manila Rope	Transmission Rope	Bale Rope
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Stocks at
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Canadian Sales Agents
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Such As

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SHOULD BE THE PENBERTHY KIND TO BE THE BEST

Specify Penberthy when you order.

ALL JOBBERS STOCK THEM

Manufactured by

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Cider Mills and Presses

Order Now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your Enquiries for

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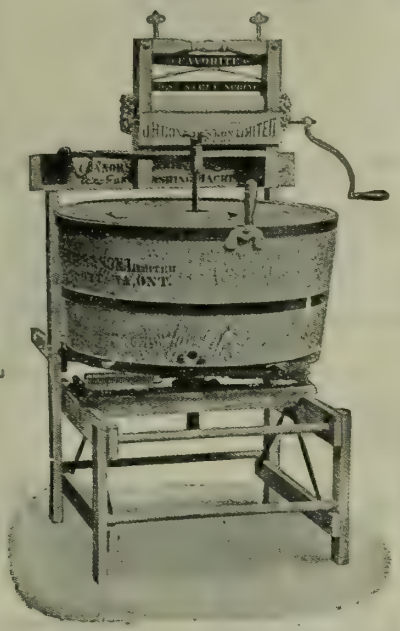

When you show your customer a Connor Ball Bearing Washer you do so with every confidence that it will give satisfaction. It is guaranteed in every way by the manufacturers, runs on Ball Bearings controlled by two motor springs which do most of the work. Set up on a strong stand. The only machine supplied with Basket-Rack on which the tub is removable. Easily operated, washes clean, shipped crated ready for business.

Good live dealers wanted in every town to handle this machine

J. H. CONNOR & SON, Ltd.

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No. 985 English Carriage

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No. 574 Go-Cart

The accompanying cuts should prove of great interest to the progressive hardwareman, as they illustrate entirely new designs for the coming season's trade. The best workmanship and finish has been put into these carts, and they should prove a very attractive and quick-selling line. Write for prices.

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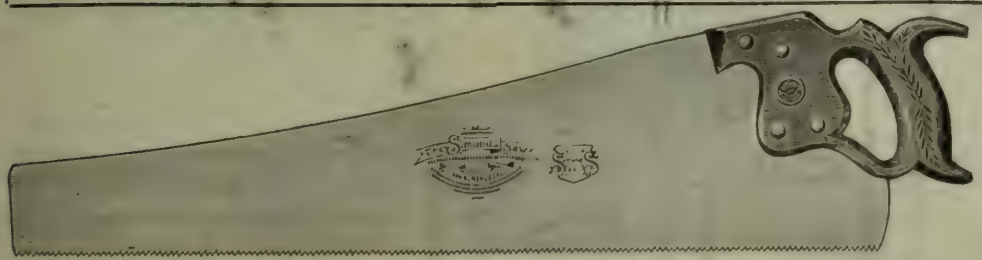
THE GENDRON MANUFACTURING COMPANY, LIMITED, TORONTO, CANADA



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SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

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Handy around any House, Store or Farm. Capacity 500 lbs.

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Children's Express Wagons

Successfully handled by the hardware trade throughout the Dominion.

Sizes: No. 1 (solid), No. 1 (spoke), No. 2 (spoke), No. 3 (spoke), with runner attachments.

Made in Canada

The Woodstock Wagon Mfg. Co., Ltd.

WOODSTOCK, ONT. Makers of Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs

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GUELPH AXLE WORKS

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ORNAMENTAL IRON AND WIRE

We have a new catalogue of new and handsome designs and a new departure in prices that secures orders. Now is the time for business. Write for particulars and erms to dealers.

DENNIS WIRE AND IRON WORKS CO., LIMITED

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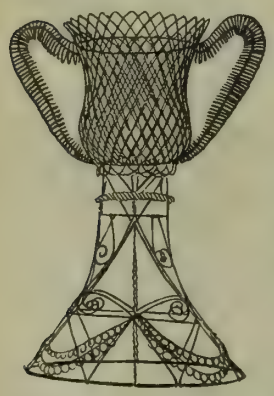

Lawn Designs, Ornamental Fencing, Gates of all kinds, **Railings**, etc.

Manufactured at

Crescent Wire and Iron Works.

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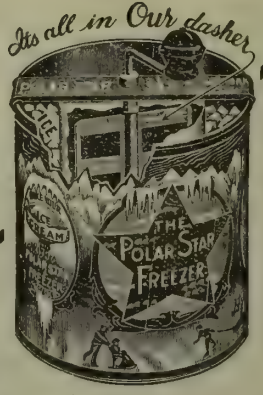

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ALL METAL

No gears, nothing to wear out or rust out.

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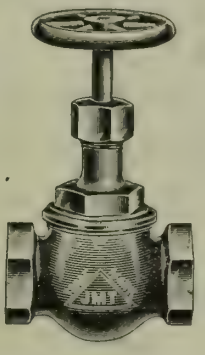

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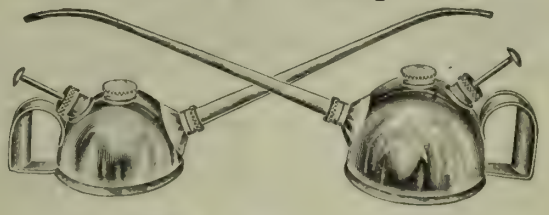

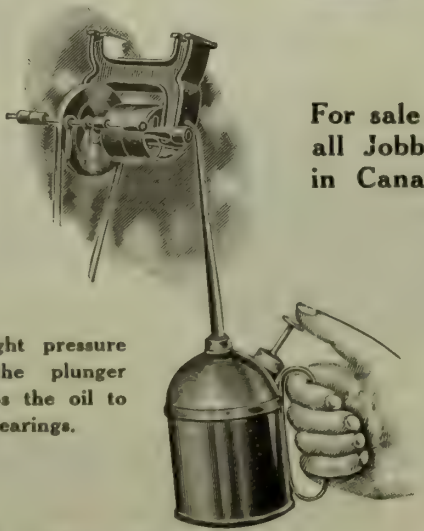

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ON THE DEER TRAIL, or in the quest of big game, the hunter should assure himself that his rifle is loaded with dependable ammunition.
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Ammunition

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MADE IN PEARLWARE AND BLACK STEEL

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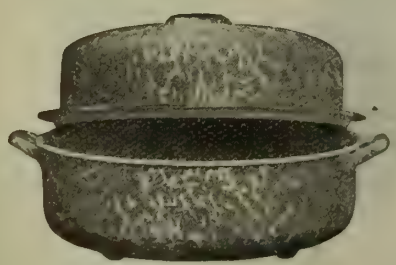

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Size..... ***Diameter 12"*** ***Height 8"***

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS - - - - TORONTO, CANADA

The Kemp Mfg. & Metal Co., Limited
111 Lombard Street, Winnipeg, Man.

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39 St. Antoine Street, Montreal, Que.

Manitoba Business Men Up in Arms Against New Act

Outside Corporations Doing Business in Winnipeg Withdrawing From the Field on Account of License to be Enforced on November 1st—Board of Trade, Grain Exchange, Manufacturer's Association and Brokers' Association Vigorously Opposing Act as it Now Stands—Effort Being Made to Have it Amended.

Winnipeg, Sept. 7—A contagious form of indignation is spreading rapidly in the province of Manitoba on the event of it becoming known that on November 1st, an act licensing all extra-provincial corporations goes into effect. Those who represent outside firms in this city and throughout the province are the ones who are chiefly concerned, and since the act referred to was assented to on March 10 last, and only a comparatively short time remains to offer any resistance, it cannot be wondered that the feeling against it is keen. To a casual observer the introduction of this act would be a direct blow to the resident agent or broker doing business for an extra-provincial firm. Upon inquiry, however, it is learned that the sole purpose is to increase the revenue of the province. The purpose is quite legitimate should it be executed in such a way as not to be detrimental to other interests. No citizen of this province is going to complain about the government endeavoring to collect revenue, provided it is justly exacted, since increased revenue means general material progress. This act as it is outlined, however, may and will undoubtedly increase the revenue, but that which the province will gain thereby, it will lose perhaps tenfold.

It is impossible to definitely ascertain what the direct effect will be should it be enforced in its present reading. But anyone, who is in any degree familiar with the business situation in this province, must surely know that those who will be effected most, are men whose commercial interests in this province are widespread, and further that they are the men who form the major part of the industrial and commercial life of the province. If there is any province that contains and maintains by means of its peculiar commercial situation, resident brokers and commission representatives whose principals are incorporated in perhaps every country in the world, it is the province of Manitoba. And for any government to pass such an act as the "Extra-Provincial Corporations Act" in this province is to strike a death blow at the heart of the commercial life upon which the existence of this province most largely depends.

Chief Terms of the Act.

It has been stated that this act, which by the way was introduced by Provincial Secretary, Hon. J. H. Howden, is a copy of the act which is in force in the other provinces, and why should Manitoba be immune from such an enactment? In the first place every business man in this province and everyone who has business interests here (and this includes many from Ontario) should be interested in knowing whether the act is an exact copy of the similar enactment in Ontario. The writer is not familar with the Ontario enactment but it is learned from several sources that the Manitoba act is much more drastic and far-reaching. The following is the pith of the enactment although only the first eight articles are mentioned out of a total of twenty-seven:

1. In this act the expression "extra-provincial corporation" means a corporation created otherwise than by or under the authority of an act of the legislature of Manitoba.

2. Extra-provincial corporations of the classes mentioned in this section are not required to take out a license under this act, viz.:

Class 1. Corporations which have before the commencement of this act, received from the government of Manitoba a license to carry on business in Manitoba, or which have been authorized by act of the legislature of Manitoba to carry on business in Manitoba, provided that such license or act is in force at the date of the commencement of this act:

Class II. Corporations now or hereafter licensed or registered under the provisions of "The Manitoba Insurance Act:"

Class III. Corporations liable to payment of taxes imposed by "The Corporations Taxation Act" or "The Railway Taxation Act;"

Class IV. Corporations not having gain for any of their objects.

3. Extra-provincial corporations of the classes mentioned in this section are required to take out a license under this act, viz., corporations (other than those mentioned in section 2) created by or under the authority of—

Class V. An act of the Dominion of Canada, and authorized to carry on business in Manitoba;

Class VI. Corporations not coming within any of the foregoing classes.

4. A corporation coming within class V. shall, upon complying with the provisions of this act and the regulations made hereunder, receive a license to carry on its business and exercise its powers in Manitoba.

5. A corporation coming within class VI. may, upon complying with the provisions of this act and the regulations made hereunder, receive a license to carry on the whole or such parts of its business and exercise the whole of such parts of its powers in Manitoba as may be embraced in the license; subject, however, to such limitations and conditions as may be specified therein.

6. No extra-provincial corporation coming within class V. or VI. shall carry on within Manitoba any of its business unless and until a license under this act so to do has been granted to it, and unless such license is in force; and no company, firm, broker, agent or other person shall, as the representative or agent of or acting in any other capacity for any such extra-provincial corporation, carry on any of its business in Manitoba unless and until such corporation has received such license and unless such license is in force; provided that taking orders for or buying or selling goods, wares and merchandise by travelers or by correspondence, if the corporation has no resident agent or representative and no office or place of business in Manitoba, shall not be deemed a carrying on of business within the meaning of this act; provided further that this section shall not apply until the first day of November, A. D. 1909, to any such corporation which at the date of the commencement of this act is carrying on business in Manitoba: provided also that the onus of proving that a corporation has no resident agent or representative and no office or place of business in Manitoba, or that it was at the date of the commencement of this act carrying on business in Manitoba, shall, in any prosecution for an offence against this section, rest upon the accused.

7. An extra-provincial corporation coming within class V. or VI. may apply to the lieutenant-governor-in-council for a license to carry on its business or part thereof, and exercise its powers or part thereof, in Manitoba, and upon the granting of such license such corporation

may thereafter while such license is in force carry on in Manitoba the whole or such parts of its business and exercise in Manitoba the whole or such parts of its powers as may be embraced in the license subject however, to the provisions of this act and to such limitations and conditions as may be specified in the license.

Formalities.

8. Any such company, institution or corporation applying for such license shall file in the office of the provincial secretary of Manitoba a certified copy of the charter, act of incorporation, or articles or memorandum or association of such company, institution or corporation, with a declaration or proof that said company, institution or corporation is still in existence, and legally authorized to transact business under its said charter or act of incorporation or articles or memorandum, and a copy of the last auditor's report; and shall also file, as aforesaid, a power of attorney to the principal agent or the intended manager of said company, institution or coporation in this province, signed by the president or vice-president or managing director or two directors and by the secretary thereof, sealed with the corporate seal (if any) of the said company, institution or corporation, and verified as to its authenticity by the statutory declaration of the principal agent or manager of such company, institution or corporation, or of any person cognizant of the facts necessary for such verification; which power of attorney must expressly authorize such agent or manager within the said province to accept process in all suits and proceedings against such company, institution or corporation within the province, and must declare that service of process on such agent or manager in respect of such suits or proceedings shall be legal and binding on such company, institution or corporation, to all intents and purposes whatever, and waiving all claims of error by reason of such service; and such company, institution or corporation may from time to time, by a new or other power or attorney, verified as aforesaid and accompanied by similar declaration as aforesaid, appoint another agent or manager within the province for the purposes aforesaid to replace the agent or manager formerly appointed.

(a) After such certified copy of the charter and such power of attorney in this province are filed as aforesaid, any process in any suit or proceeding against such company, institution or corporation, for any liability, may be served upon such manager or agent, until he be so replaced as aforesaid, and thereafter upon his successor from time to time duly appointed hereunder, in the same manner as process may be served upon the proper officer of any company incorporated in the province; and all proceedings may be had thereupon to judgment and execution in the same manner as in any civil suit in the province.

(b) The provisions hereof, so far as they relate to the giving of a power of attorney to the principal agent or intended manager of the company, institution or corporation in this province, and the filing of such power of attorney with the provincial secretary, shall not apply to any company, institution or corporation having its head office within the province of Manitoba.

Unfairness is Charged.

From the above it will be seen that all extra-provincial corporations not already chartered to do business in this province will be compelled to pay a license, which will be levied according to its capital stock, or discontinue its business with the resident agent or broker under a penalty which is specified later in the act—a fine of fifty dollars a day. Whether this is the act in force in Ontario or not, for Manitoba at any rate, it is manifestly unjust and unfair.

The resident representatives are already paying their business tax which in itself should be sufficient to enable them to carry on their business irrespective of the firms they represent. And for a further tax to be levied upon the firms outside looks like a double tax. And again, is every firm which is represented here by a broker going to submit—according to the formalities of the act—a copy of its financial statement annually which may or may not become public property? And this is only one of the many ridiculous requests. What will be the result? Corporations hitherto represented by a commission merchant will either withdraw altogether or have themselves represented by travelers. Can the province afford to have any one corporation leave the field? The answer is emphatically NO, from wholesalers and retailers alike, and apparently from every sane business man who believes in competition and in having as many manufactured articles as possible in the trade in this province.

It may be argued that there is no danger of any corporation leaving the field because it will be licensed and compelled to submit its financial statement. But it is stated in the act that a corporation with the small capital stock of $500,000 will be licensed $200 annually, and a license imposed upon the many companies which are capitalized high into the millions will be considerable.

Withdrawing From the Field.

One Winnipeg broker who has become prominent in the business life of this province, has been recently notified by three large corporations, whom he has been serving for years, that after November 1, 1909, they proposed to withdraw altogether from Manitoba. A prominent corporation in London, England, capitalized at $18,000,000 which is being represented here by a commission agent, emphatically states that by no means will it comply with this act as assented to by the government of Manitoba. It is obvious that the loss to this country and to this province will be great. There may be other corporations who could not afford, owing to the volume of their business and their limited capitalization, to leave the field. Their first step would be to introduce travelers and dispense at once with their commission agent. This is a particularly ridiculous feature of the act.

Altogether the act is quite contrary to the best interests of the country. A prominent wholesale hardware merchant in Winnipeg who has done more to develop Manitoba and Western Canada than perhaps any other merchant in the country said that the act showed signs of manifest stupidity on the part of its promotors, as it would jeopardize the commercial status which we have struggled to build up and maintain.

If it is proven that the act is identical with that of Ontario, it is surely manifest that there is enough difference in the two provinces to warrant a change in legislation. Winnipeg, the capital city of the province, is the gateway to the whole west, and through this city must come the major portion of the merchandize in use in the Dominion. This vast country with its rapidly growing population must receive its supplies from eastern Canada, and in over-sea dominions as well as from foreign countries, and because of this Winnipeg by its very nature must be a city of commission and brokerage houses. And therefore, if it is necessary, should not Manitoba receive legislation such as will meet the conditions of this province?

At the present time the Manitoba Board of Trade, the Manufacturers' Association, and the Grain Exchange are working in harmony with the Brokers' Association, in the preparation of a concrete statement which will show the peculiar injustices of the act in the hope that with the aid of the attorney-general, the date of the enforcement might be postponed in order to make the necessary amendments to suit requirements. The attorney-general has already expressed himself as opposed to the measure.

Mayor Evans, of Winnipeg, is taking the part of the brokers, and it is expected that the city generally will oppose in every way possible the passing of such a measure as will be fatal to the commercial life of the province and country.

Echoes of the Retail Hardware Excursion

Quebec Contingent Visit W. F. McPherson's Store at Prescott —Mr. Peart Expresses Thanks for Postcard Remembrances Forwarded From Montreal—Members Enthusiastic About the Success of the Excursion and the Splendid Entertainment Provided by Montreal Hardwaremen.

THE TALK OF THE TRADE.

The chief topic of conversation amongst the retail hardware merchants, who visited Toronto during the Exhibition, was the successful excursion conducted by the Ontario Retail Hardware Association, and everywhere appreciation was expressed for the way the Montreal wholesalers and manufacturers had entertained the visitors.

Particular mention was made of how men holding the highest positions in the commercial and public life of Montreal had so thoroughly acted the position of hosts, acting as guides in the visits to the factories as well as waiters in passing refreshments to their retail guests. Reserve was forgotten, and one and all were made to feel that they were members of the great hardware family, wealthy manufacturers and jobbers intermixing with small retailers, all endeavoring to make the most of the opportunities provided for gaining knowledge regarding the processes of making the goods retail hardwaremen are chiefly familiar with in their finished form.

QUEBEC PARTY AT PRESCOTT.

It is seldom that one retail hardwareman has an opportunity of acting as host to a party of about two dozen, gathered from various parts of the province. W. F. Macpherson, of Prescott, had this chance, however, and his thoughtfulness will be long remembered by the hardware excursionists, who visited Quebec after the big pow-wow at Montreal had been concluded.

The "Quebec contingent" had a three-hour stop at Prescott, on Aug. 31, and Mr. Macpherson took them for a drive to the monument of Barbara Heck, the founder of Methodism in Canada, and had them photographed in front of his store. When forwarding a copy of the photo, Mr. Macpherson wrote:

"Don't they make a fine looking party. I feel proud to belong to such a happy, and handsome crowd.

"The description of our Montreal trip, in Hardware and Metal, of Sept. 4, was fine. I, for one, thoroughly enjoyed every minute of the week, and certainly feel more able to tackle the day's work ahead of me after such a pleasant and profitable holiday. The courtesies extended by the Montreal manufacturers and wholesalers were, I am sure, appreciated by every one in the party.

"My little lassies were very much surprised and tickled to find their pictures in our trade paper."

Interior of W. F. Macpherson's Hardware store at Prescott, Ont.

The "Quebec Contingent" of the Montreal Excursion Party in Front of W. F. Macpherson's Store at Prescott.

LETTER FROM MR. PEART.

Editor Hardware and Metal,—Surely the very next thing to attending conventions and participating in pleasure excursions, is to know that although detained at home, one is not entirely forgotten by those who are more fortunate. It speaks well for the members of the Hardware Association, that they should take such pains to convey messages of good will and sympathy to one who has had little opportunity to do anything either for the association or the individual members, that would seem to merit such kindness. It would almost make one think that if one were fortunate enough to have done any real service, His Majesty's mails would under similar circumstances be taxed beyond their capacity.

You may perhaps be able to imagine what pleasure it gave me to receive the post card souvenirs of the Montreal trip from yourself and the other members of the asociation, and until a better opportunity offers, I shall be glad if you will, through Hardware and Metal, convey my thanks to "the boys" for their kind remembrances.

I am not yet able to return to business, but after a visit to the South for a month or six weeks, I hope to return home ready for work again, and I hope also that by February's convention I

may be in condition to assist in the work of the association and endeavor in some way to show my appreciation of all the kindness I have received.

Mrs. Peart and I intend leaving for Louisville in about a week's time, and we hope to return much benefited by the holiday.

It appears from all accounts that the Montreal trip was a grand success, and all are fully aware of the fact that it was only very hard work that made such success possible.

J. WALTON PEART.

St. Mary's, Sept. 2.

BIG ADVERTISEMENT FOR ASSN.

Editor Hardware and Metal.—Your report of our Montreal and Quebec excursion is so complete, both in narrative and illustration, that I desire to express my congratulations. I fancy those of the association who did not partake of the pleasure of the trip, upon reading your report will deeply regret not having been with us. The visit to Lariviere's store in itself was an education that should stimulate us to a better way of stock-keeping and make us better merchants. The report should be a big advertisement for the association and those who will not now join the asociation, must be a selfish self-contained lot.

F. W. JEFFERY.

Midland, Sept. 9.

MARRIAGE FOLLOWS EXCURSION.

George E. Boomer and C. E. Thomas, two of the Sherwin-Williams Co.'s traveling salesmen, who went down to Montreal with the hardware excursion party, failed to return with the crowd, and the secret is now out.

On Wednesday, Sept. 8, at Coaticooke, Que., Mr. Boomer led to the altar Miss Thomas of that place, his fellow traveler, a namesake of the bride, being best man.

Retail hardwaremen in Eastern Ontario can have the glad hand ready for Mr. Boomer, when he next covers his ground after a fortnight's honeymoon.

WHOLESALE HARDWARE CONVENTION.

The eleventh annual convention of the Canadian Wholesale Hardware Association will be held at Montreal or Quebec, about the middle of October.

Eastern Townships Exhibition at Sherbrooke

Poor Weather Hurts Attendance, but Show a Great Success—Descriptions of Some of the Exhibits — Stove Manufacturers Make Extensive Displays.

The 25th annual exhibition under the auspices of the Eastern Townships' Agricultural Association, at Sherbrooke, was, unfortunately, attended by such poor weather that the number of visitors was hardly as large as last year. However, it was a great success and those who did attend were very well satisfied with the exhibits.

The show of horses was fully up to that of last year and the exhibit of cattle was one of the finest ever seen on the grounds. There were many exhibits in the main building which claimed the attention of the hardware trade. One or two of the old regular exhibitors were missing, but then there were also some new faces.

Stove manufacturers were well represented and there were some large exhibits. Clare Bros, were represented by F. P. Draper; the McClary Mfg. Co. by W. G. Ritchie. and L. R. McClatchie; and the Moffat Stove Co. by J. S. Mullan. Furnaces were exhibited by Nickel-Steel Range Works, Coaticook, Que., in charge of C. A. Kennedy. The Brantford Roofing Co. also had an exhibit of their roofing, being represented by R. L. Shepard.

DISPLAY OF RAMSAY'S PAINTS.

The exhibit of this company was the centre of a good deal of interest throughout the whole time of the fair. It consisted of a model country dwelling and was laid out with real sods and with gravel roadways. In the centre was the main house, painted with Ramsay's paints. On the left and right, respectively, were a barn and a tenant's or overseer's house. The exhibit was very artistically arranged and in no way overdone. Messrs. J. E. Brownell and J. A. Donnelly were on hand to look after the visitors and renew old acquaintances.

In connection with this exhibit, which was put on especially for Joseph Lacombe, their Sherbrooke representative, H. A. West demonstrated Campbell's varnish stains. These stains are the original transparent varnish stains, and when used, emphasize the natural grain of the wood, being made without any pigment. The use of this ingredient would cover the grain of the wood so as to make it barely distingushable. With Campbell's stains a newspaper may be covered and still be easily readable. Mr. West also showed how easy it is to do a

Ramsey Paint Display at the Eastern Townships Exhibition at Sherbrookee, Que.

bit of graining, and surprised many by showing them that with only one or two trials with the rubber and comb, the most veritable greenhorn can grain a floor or a bit of furniture like an expert.

Part of this booth was also devoted to an exhibit of Carpenter-Morton's high-grade roofing material, in charge of W. C. Wheeler. This roofing is absolutely guaranteed for a term of years, the length of the guarantee depending upon the thickness of the roofing. Mr. Wheeler demonstrated the new improved laying feature which employs galvanized fastenings, instead of the older style two-piece kind. The company does not claim any secret process in the manufacture of this roofing, only strictly high-grade quality. The roofing is constructed on a wool felt base, with a natural asphalt saturation, being extra heavily coated. The barn in the exhibit was covered with this make of roofing, making a "show me" model, which could not be disputed This company gives exclusive territories to agents and will not sell roofing to consumers under any condition, a fact which will be well appreciated by the trade

NATIONAL ASCETYLENE GAS.

This large and interesting exhibit was composed of various sizes of the ascetylene gas generators, manufactured by this company, several of which were in constant operation during the week. It was interesting to note that acetylene gas may be used in every way that ordinary manufactured or natural gas can be used. William Brault the manager of the company was on hand most of the time, explained the management and care of a National Gas Generator, which after all is so simple that a child can operate it, and which requires about 15 minutes per week for a 50-light outfit. Besides the simplicity of the generator what appeals to the user perhaps more than any other point is the economy. A 25 candle power light, burns but one half a cubic foot of gas per hour, at a cost of only 2-5 of a cent, at the present price of carbide, which price shows a tendency to lower levels. Another fact about acetylene gas is that there is no danger from asphyxiation, and is very easy on the eyes. Merchants will appreciate the fact that colors appear in their true shade under this light, so that people can shop as well at night as by day.

For cooking purposes it was shown that acetylene gas is very desirable because it not only costs but about 1½ to 2c per hour per burner, but leaves the bottom of the pan or kettle, that may be laid on a perfectly clean table cloth without soiling. Then again there are more heat units in acetylene gas than in ordinary manufactured gas in a ratio of 17 to 6.

In the National Generator the action is absolutely automatic and safe, there being no more gas generated than is actually being used. Unless acetylene gas is washed and dried, bubbles destroyed, filtered and delivered at a uniform temperature results are almost sure to be unsatisfactory. The National is so positive in its operation and so constructed that all the above conditions are met successfully. As a source of heat and light the National has been productive of extremely satisfactory results, and the fact that the Canadian Fire Underwriters' Association have approved of its construction is a guarantee that it is built along safe and sure lines.

GUN REPAIR HINTS.

In varnishing gun stocks, only good coach varnish, made thin with turpentine, should be used.

A good varnish for browned gun barrels may be made by using gum shellac, one ounce; gum sandarac, one ounce; Venice turpentine, one drachm, and 98 per cent. alcohol, one gallon.

In making a cherry stain for gunstocks put two ounces of annatto in half a gallon of rain water and boil until the annatto is dissolved. After this a half an ounce of potash should be added. In applying, rub the wood with it, after which varnish.

National Acetylene Gas Co.'s Display a t Eastern Townships Exhibition at Sher brooke, Que.

To smooth a gun barrel, cut a dovetail slot in one side of a stout hardwood stick, which is somewhat longer than the barrel of the gun, and of a size to slide into it easily. Insert a half round file in the slot and then scrape or grind the barrel as much as necessary. To keep up the proper pressure, put strips of thin cardboard between the file and the stick. To get a perfectly smooth finish after filing use emery flour.

A pleasant outing is anticipated by members of the Montreal Retail Merchants' Association, who will participate in a holiday trip which comes off September 19. On that date a special train will leave Bonaventure Station, Montreal, bound for Saratoga Springs, Albany, New York, Boston, Portland, Old Orchard and the White Mountains. The trip will be of ten days duration.

HARDWARE AND METAL

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A MERCHANT'S DECALOGUE.

The following agreement, recently adopted by the Merchants' Association of Chatham, has been called : "The Merchants' Decalogue," though only five clauses are embodied in place of the necessary ten. It is printed in card form and is a prominent feature of every merchant's office equipment, occupying a conspicuous place where it can be quickly called to the attention of any delinquent.

Notice.—We are members of the Retail Merchants' Association and we have agreed :

1. Not to buy tickets for concerts, excursions or games of any kind in our places of business.

2. Not to advertise on programmes, hotel blotters or any other promiscuous advertising schemes.

3. To discontinue the giving of prizes to picnics, societies, games, etc.

4. To discontinue the giving of calendars to customers after Dec. 31st, 1909.

5. Not to give credit accommodation to persons whose names are on the delinquent list of the association until their names are removed by meeting their obligations.

Clauses one and two have been in force for several years ; the others are of comparatively recent date. The agreement is being pretty strictly lived up to on the part of the merchants.

VALUE OF THE CASH REGISTER.

An American exchange recently pointed out that one of the problems confronting the retail merchant is how to care for the cash that comes over his counter in exchange for goods, and also how to prevent goods going out of his store without being properly charged.

On the face of it, this may not seem a difficult question to solve. It has, however, caused the failure of many a merchant, who realized too late the importance of providing a safe method of taking care of the money he is spending his life to get. The day of the open cash drawer and trusting to memory to charge goods sold on credit has passed and the successful merchant must adopt more modern and safe methods. In these days of keen competition profits are small, making it doubly important that all possible leaks should be stopped.

Of the many labor and money saving devices that have been brought out in the past quarter century, perhaps none is of more value and importance to the retail storekeeper than the cash register. The truth of this statement is proven by the remarkable growth of this industry and the almost universal adoption of the safeguard to his business by the up-to-date merchant of today.

From the simple contrivance of twenty-five years ago, which in a crude way told the merchant at the end of the day how much money he should have in his cash drawer, the cash register has developed into the elaborate mechanism that to-fay is found in the latest models, with their multiple drawers ; adding counters are, in some instances, electrically operated.

With one of these mechanical cashiers a merchant no longer has to guess, but he knows each day every detail of his business ; not only his cash sales, but his credit sales and all moneys received on account, as well as his paid out transactions.

In any business the prevention of mistakes and the stopping of losses cannot but result in increased trade and enlarged profits. Clerks, too, are better satisfied and customers pleased and glad to patronize such an establishment.

TAKE ADVANTAGE OF DISCOUNTS.

While a good many dealers are rarely able to take advantage of the discounts offered by wholesalers for prompt remittance, it often happens that retailers have formulated the custom of taking the full time—30 or 60 days, or more—in which to pay these accounts, and at the same time have the money on account at their bank.

The advantage to be gained if they will pay up these invoices, either when the goods are shipped or at the end of 10 days, and thus save a small percentage by doing so, is an old story. Yet the amount to be thus saved, while seemingly of no account, is only another way of increasing profits. Many retailers realize this, and always observe care in making prompt payments. Others also realize it, but deem it of too little importance and do not heed the advice given them relative to this practice.

The savings which would accrue from purchases on $5,000 worth of sporting goods at 1 per cent. would be $50. Is this worth saving ? Most retailers believe it is, and also look upon the matter as an "easer" to their peace of mind with these bills paid. They are then able to devote their energies toward increasing their balances, pushing collections or cutting down expenses in some departments of their store which may need it.

This matter should receive earnest consideration, because it opens the way for increased earnings. It is common for retailers who follow the prompt paying system to keep outstanding accounts down to a lower percentage than those who are accustomed to make use of the entire time which they are ordinarily granted.

EXECUTIVE ABILITY REQUIRED.

Executive ability is an essential qualification to advancement to positions of responsibility—the positions which carry with them the good salaries, the leadership in commercial or mercantile fields. Unfortunately, however, too many young men aspiring to these places, are not in possession af this necessary quality. A case, typical of many is recorded :

A salesman in a retail store has been there for twenty years. Five years ago the proprietor was on the lookout for a partner. I wondered why the salesman was not taken into the firm. He had been a faithful worker for the concern. He was a good salesman. He had saved a little money. Why then was he not taken in ? I asked the merchant. He replied :

"I am getting along in years, not old, you know, but at an age when one must look out for the unexpected. I married late in life and a family of girls must be looked after. My expectation of life is being shortened every year. That is why I want a partner. I have thought very strongly of John as a partner, but I always come around to his one great failing. He lacks executive ability. I have tried him out a geeat many times and he always falls down. The partner I select must be able to manage the business after I'm gone. That is what I want one for. I don't need more capital, neither do I feel now as if I should take things easier—though I would be glad to do so.

KEEP YOUR STOCK CLEAN.

The syndicate stores which have made such a success in handling "nothing over 10 cents" make it a rigid rule in each of their stores that every article must be wiped off or dusted every morning. The closer you can come to this end in your store the more goods you will sell. Sales in departments, run in an untidy fashion can be doubled by the simple expedient of a good cleaning up.

Insist on your bargain department being run as your wife runs your house. Have no mercy on dust or dirt. The labor will not be as great as it may seem in advance. Do not be content with half-way measures. See that everything is done with thoroughness. Cleanliness and tidiness are inexpensive and always pay a handsome profit.

Run your bargain department right and it will help you to work off the odds and ends that gather in any merchandise business. Such goods should be sifted in with the attractive quick sellers on the bargain counter and be marked at prices that make them really good values. You can hardly expect to get regular prices for stickers. Better sell them at a price and put the money into other things.

ANOTHER CEMENT MERGER.

A new cement merger, which will compete with the merger recently created by a number of Montreal men, has been formed in Toronto, at a meeting of the various companies operating in Western Ontario. J. R. Roaf is solicitor for the new organization, the name of which is to be the Independent Portland Cement Company, Limited, the capital stock being $10,000,000.

The companies that have combined are all from Western Ontario, and draw their raw material from marl beds instead of from rock. They claim that marl yields a more uniform quality of cement.

The following are the companies interested, and figures showing their present capitalization :

Brant Portland Cement Co., Brantford, $500,000.

Colonial Cement Co., Wiarton, $800,000.

Hanover Portland Cement Co., Hanover, $500,000.

Imperial Cement Co., Owen Sound, $300,000.

Ontario Portland Cement Co., Paris, $450,000.

Bell's Lake Cement Co., Markdale, $500,000.

Superior Cement Co., Orangeville, $500,000.

Western Ontario Portland Cement Co., Atwood, $500,000.

St. Mary's Portland Cement Co., St. Mary's, $500,000.

The near-genius who wears long hair is seldom long-headed.

To be treated as one of the family isn't always as pleasant as it sounds.

SUGGESTION REGARDING FALL BUYING OF BINDER TWINE.

Editor Hardware and Metal,—I have been in the hardware business a trifle over two years, and during that time I have seen much to commend and much to condemn in the way the business is conducted in this section of the country, but wish to particularly draw attention to the way the binder twine business is handled.

In the month of October the representatives of the various twine manufacturers call around and endeavor to induce the dealers to place their orders with them for their next year's requirements, and the majority seem to place their orders at that time. But apparently most merchants figure on a bumper crop and order accordingly.

This of course gives the factories a basis to work on, and all goes well, if the crop proves to be a bumper one. But if, on the other hand, it is a partial failure, some dealers lose their head and begin to sacrifice profit for the sake of getting rid of their stock which if left on their hands will be dead in a couple of weeks and will remain dead for a twelvemonth and possibly then be 2 or 3 cents cheaper than the year previous.

The dealer who finds himself overloaded is not going to mend matters by price-cutting, for his neighbor down street, who, is perhaps overloaded also, will promptly meet his price, and the division of sales will remain practically the same as if there had been no slump, because there will be just so much twine sold anyhow, regardless of price, and there will be just so much surplus carried over by someone.

What I think would be a much better plan would be to order only a very limited quantity in the fall, and that order would insure to the manufacturer to whom it was given that person's business. The manufacturers also have their records of previous years to guide them in their operations. Then in June and early July, when the merchant has his customers on the string and the size of the crop to be cut is assured, he could add to his order according to his actual requirements.

If this plan were followed there would then be less slashing of prices, and the twine season would not close with the dealer realizing he had made little or nothing for his efforts while still having a surplus on hand to be carried over.

I followed the above plan this year and it is working out beautifully. I will finish the season with no twine, and I have got my regular profit on every pound of my stock, while my neighbors in the two adjoining towns on each side of me have had their profits cut in half.

From time to time I have noticed articles in Hardware and Metal which I have turned into profit, and I write this with the hope that others of the hardware fraternity may profit by it and when buying twine this fall insist on the traveler being content with a small order to be added to as required.

J. T. HOLMES.

Whitechurch, Aug. 31.

Hardware Trade Gossip

Ontario.

W. A. A. Chown, of the W. W. Chown Co., Belleville, is spending a few days in Toronto and Buffalo.

Oliver Chown, of Edwin Chown & Son, Kingston, is spending a few days in Toronto taking in the Fair.

W. Farmer, foreman of Sherwin-Williams' paint-mixing department, Montreal, was a visitor to Toronto during the past Exhibition week.

H. H. Chown, of the Chown Hardware Co., Edmonton, is in Toronto taking in the Exhibition, on his way to visit relatives in Belleville.

The Hardware Supply Co., incorporated under the laws of Michigan, has been granted a license to do business in Ontario. The Canadian branch of this concern is located at Hamilton, with F. S. Frost as manager.

H. P. Morgan, vice-president of the Peterboro Hardware Co., Peterboro, asks to have the report corrected, that he has sold his interests in that company. Mr. Morgan intends making a holiday trip to Western Canada.

The Vokes Hardware Co's. premises, 40 Queen street east, Toronto, were entered by burglars one night last week and a large quantity of cutlery stolen. This is the second time this store has been burglarized recently.

W. S. Fisher, of Emerson & Fisher, St. John, N.B., was a visitor in Toronto this week, personally visiting the exhibit of the Enterprise Foundry Co., at the fair grounds and renewing old friendships at the office of Hardware and Metal.

J. A. Hossack, sales manager of the Lufkin Rule Co., of Canada, Windsor, Ont., left Toronto on Wednesday on a business trip to the coast. He intends calling on the trade as far as Vancouver and will return east about the end of October.

Quebec.

J. A. Paquin, of St. Eustache, has been visiting Montreal hardware circles.

H. Roch, of St. Gabriel de Brandon, was in Montreal last week, visiting hardware circles.

A. T. Linton, of Linton & Hall, Calgary, with his wife, has been spending a few days in Montreal.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin—Cut of ½c.
Antimony—Cut of ¼c.
Lead—Cut of 5c per 100 lbs.

Toronto.

Iron Bars—Lists withdrawn.
Tin—Down ½c.
Spelter—Advanced 5c.

MONTREAL.

Sept. 10.—Buying has been very good throughout the week, and jobbers are satisfied with the trade done. Copper and tin seem to have been mostly in request, but all the metals have had a fair call upon them. A very optimistic feeling is expressed as to the trade possibilities of the next two months. With the strong development of industrial activity now going on, and the light state of stock in consumers' hands, jobbers anticipate very busy times, and are preparing for it. Heavy orders have been placed with the first hands, and up to the end of navigation, big consignments of metal in ingots and sheets will be coming into the country. The consumer is in no hurry to provide ahead, and so long as the jobber can supply him immediately that is all he requires. This is alright so long as it lasts.

With the break in the English market tin lost its firm grip, and although the local trade has been good, prices weakened with the primary markets and were cut ½c. Lead likewise has shown further weakness. Although only a cut of 5c per 100-lb., yet with the sagging that has been going for some time, it is apparent that lead is very weak. Antimony, under a poor demand, has been cut ¼c. This metal has indeed fallen from its high estate. Copper is unchanged, although a shade weak in sympathy with New York. Spelter is, however, as strong as ever, and refuses to think of any reaction even after such a prolonged spell of firm figures. Iron and steel keep firm and display a steady progression that shows the strong foundation on which the improvement is based.

The primary markets with the exception of spelter show a sagging. Tin after a long spell of advancing figures has had a reaction, while the increase in copper stocks in Europe has made the English market somewhat uneasy, this being reflected in quotations. The situation in pig iron and steel is undoubtedly proving the backbone of the metal markets, and helping to keep things together.

PIG IRON—Pig iron and finished steel have been in very good demand, some excellent orders being placed with sellers for immediate delivery. Canadian furnaces report plenty of orders on hand at stiff prices, while importers of iron report a good call, especially for the best grades. The market in both cases is very firm, in sympathy with prices in the States and in the Old Country. Production and consumption in the States steadily increase. Pig iron is advancing in most quarters, while in addition consumers are finding it more difficult to get satisfactory deliveries. With scrap so firmly held, and raw material advancing, finished steel products will probably advance again. The Old Country markets continue to show brightness, and prices are hardening. There is more inquiry, and a good fall trade is anticipated.

TIN—With the break in the English market tin became easier in tone, and was cut ½c. We now quote jobbing price at 33c for ordinary lots. Good orders have been received during the week, while the inquiries have also been numerous. Prospects for tin look very healthy so far as the local market is concerned. But for the demand the drop in the primary markets would have lowered the local price more. The decline in the English market was not unexpected. For some weeks, with a few interruptions, tin has been steadily mounting until it reached about £140. It was not natural for tin to continue like this without a reaction, especially as the other markets were not in a relative position, and so the reaction came. The leading bear interests, apparently on the strength of liberal shipments during this month, made an onslaught on the market, and tin went away again. So far consumption generally has not been affected. The jobbing trade in the States is reported good, while the canning interests have been buying largely.

COPPER—The jobbing price of copper is unchanged, although the primary markets are somewhat weaker in tone. Local orders have came in well, and there is plenty of interest taken in the situation. The primary markets are threatened by the heavy stocks which are held in European hands. These stocks seem to be carried by those who are financially strong, but it is never safe to reckon on this, and the fact that there may be heavy unloading at any moment tends to make the market weak, especially in the Old Country, and in turn New York. Legitimate consumption in the States appears to be fairly good and the prospects for copper would be very bright but for the heavy stocks held in foreign hands.

SPELTER—Spelter is unchanged at $5.75. Orders are good, and inquiries point to heavy trade in the future. The English market maintains its high figure, while St. Louis, under a fair demand is strengthening. Spelter is in strongest position of any metal at present.

LEAD.—Lead locally has been marked down 5c per 100 lbs., and we now quote imported pig at $3.45, trail at $3.35. This is not much of a cut in itself, but coming as it does after gradual decline for many weeks makes the position of lead very poor. The demand shows improvement, but the English market is very weak, and keeps local figures down.

ANTIMONY—Antimony has been marked down ¼c and Cooksons and Hallet now stand at 8¼c. The demand is very quiet, and the primary markets have gone all to pieces. There is plenty of metal on the market, the supply being well ahead of the demand. The price of antimony now and three years back is a good example of how metals can decline.

TORONTO.

September 10.—The market this week shows a decline in all metals with the exception of spelter, which has gone up 5 cents. This does not mean that present business is not satisfactory, for, while no advances have been made in trading there has been no set back. The price declines are in almost every case due to speculation. In the United States the iron and steel trades continue to show advances both in orders and in prices.

One of the most reassuring features of the trade revival is that it has the appearance of being a progressive movement along natural lines. There is no sudden boom. A decrease in idle cars is noticeable in both Canada and the United States, and already there is talk of a shortage when the crops begin to move in volume.

PIG IRON—Demand while steady shows no increase over last week, and the market in consequence is easy, though prices are unchanged. No. 1 Canadian foundry is about $20; No. 3 Middlesboro' is $20.25, and Cleveland $20.75. Manufacturers and users of iron hold out great hopes of the rest of the year being good for business and state that 1910 will be the biggest in the country's history. Manufactured iron prices are advancing. In bar iron the advance amounts to $2 a ton.

COPPER—This metal is fairly active locally and while the quotation remains unchanged at 14c to 14½c for lake and casting ingots there is present an easier tendency. Stocks are pretty high. Speculation abroad keeps the situation unsettled.

LEAD—Domestic $3.50 and imported $3.60 are the unchanged prices from last week. These figures, however, are lower than the prices prevailing for small quantities all summer, and just now the market does not appear to have much strength.

SPELTER—The only metal which shows strength is spelter. Prices have gone up 5 cents a hundred pounds, and quotations are now at $5.75.

SHEETS AND PLATES—Stocks are light and no doubt before long many dealers will be in the market for supplies.

Ordinary trading is steady with prices unchanged. Fall stocks, however, are firmer and higher than spring supplies.

TIN—This metal is now quoted at 32c., a decline of ½c, and the situation is temporarily unsteady. Tin is expected to recover itself before next week.

OLD MATERIALS—Trading is fair, though not up to the standard set during the past fortnight. Dealers are paying for old lines as follows: Heavy copper wire, 11¼c; light copper bottoms, 10½c; heavy red brass, 10¼c; heavy yellow brass, 8¾c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3½c; No. 1 wrought iron, $11; machinery cast scrap, No. 1, $16; stove plate, $13; malleable and steel, $8; old rubbers, 9c.

HARDWARE MARKETS

MONTREAL.

Sept. 10.—Orders for prompt delivery have swung in well during the week, and jobbers are extremely busy. As was only to be expected everybody wants the goods at once as stocks are light, and while in some cases there is a little delay, the majority of orders are being attended to with the utmost dispatch. Booking for later fall and winter lines is not what it is generally expected to be at this time, although there is a good movement in lumbermen's supplies, sleigh bells, snow shovels, skates and hockey sticks. Immediate delivery orders in these lines are also being received.

Probably the lines to show the greatest stimulation at present are guns, ammunition, shot and powder. A very strong demand has arisen, and the prospects for a good fall sporting demand seems well assured. House cleaning utensils are also going in better strength, especially carpet sweepers, scrubbing brushes, mops, pails and polishes. Enamelware is also moving in good strength. Reports from travelers continue to be very optimistic. There is a good feeling throughout the country, and farmers are satisfied with their crops, while money is much easier. All the way round there is a good undercurrent.

The markets are firm and unchanged. Bolts and nuts are still at old discounts, while wire prices are unchanged. In some lines delivery from the manufacturers has improved, but there is still the same difficulty in regard to lock sets, and one or two other builders' supplies.

BUILDERS' HARDWARE.—The active demand for builders' hardware still continues. The local trade has shown greater strength in the last few days, while the call from outside points maintains a satisfactory improvement. Lock sets are still in most prominent request. The markets are firm, and we quote: Lock sets (inside) $4 per doz. and up, lock sets (outside) $12 and up, common rim locks $1.10 per doz., porcelain knobs $1.10 per dozen.

FALL LINES.—Sleigh bells, weather strip, snow shovels, horse blankets are not only being booked, but are going out for immediate delivery. Cow ties, lanterns, burners, halters, and other stable fittings, are showing better strength. Cutlery is in improved demand, while some very good orders have been received for silver and plated ware. Razors and shaving sets seem to be moving in better strength. House cleaning lines continue to improve, and there is a strong run on carpet sweepers, washing machines, scrubbing brushes, brooms, mops and pails. Enamelware is in very strong request, especially from the Northwest, where large asorted orders have been sent this week. The market is firm, and has a very good tone.

MINERS' SUPPLIES.—The demand maintains its steady level. The larger mining districts are buying in some strength, especially in picks, drilling hammers and powder. We quote. Miners' picks, 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS. — The market continues firm but unchanged. Some large assorted orders have been received, and evidently dealers are getting their stocks in order. Supplies are in good shape. We quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

SCREWS. — The demand continues good, especially locally where stocks are not overabundant. The market is firm and unchanged. We quote: 85 and 10 off for flat and round head, bright; 75 and 10 off for flat head brass, and 70 and 10 for round head, brass.

LUMBERMEN'S SUPPLIES.—Booking shows improvedment for lumbermen's supplies, and some very good orders have been received during the week. They are well assorted, and it is evident that stocks in dealers' hands are not heavy. We quote: Cant hooks, $12 a dozen and up; axes, $6.50 a dozen and up; axe handles, $1.15 and up; cross-cut saws (inferior), 25c per foot and up, better grades 43c per foot and up; axe wedges, 25c a dozen and up.

SPORTING GOODS. The strong feature of the markets this week has been the demand for guns, ammunition, shot, gun wads, knives and other hunting accessories. Dealers evidently anticipate a good season. Skates and hockey sticks are moving well for immediate delivery, and orders are being received for snowshoes, and sleighs. Rugby football requisites are in demand.

SHOVELS.—The demand is steady, with the market unchanged in price. We quote: First and second grades of spades 60 and 2½, 3rd and 4th, 50 and 2½; scoops, 1st and 2nd grades, 50 and 5, 3rd and 4th, 45 and 5.

WIRE.—There is still no change in wire. The demand shows improvement, some good orders being received, especially from outside points. We quote: Barb wire, car lots and mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots f.o.b., Montreal. Coiled spring fencing, $2.30: straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.25 base. Other lines $2.30 f.o.b., Montreal.

TORONTO.

September 10.—There is duly a moderate expansion in trading this week. The Exhibition has brought to the city a great many hardwaremen and as well kept the travelers busy at the warehouses. As a consequence, booking has been light, though mail orders are rather better than usual. The visitors have not been purchasing as extensively as was anticipated. However, jobbers express satisfaction at the tone of the market, and indications certainly point to broadening out of the situation.

Prices on the whole remain unchanged, though firming up from week to week. The condition of business is thus more healthy. Bar iron prices are off. Demand for heavy goods has been so great of late that higher prices is only a matter of a few days.

Country hardwaremen report an increasing volume of goods going out to farmers. Crops have been uniformly good and produce prices are fairly high. Wire nails and builders' hardware are the most active lines, and wire goods generally are in demand. Wire clothes lines prices are unsettled, owing to rumors of cutting, and some manufacturers are said to have withdrawn their lists. Guns and ammunition are selling well.

BUILDERS' HARDWARE—Spring butts and hinges are active lines in builders' hardware at present and there is a big demand for roofing material. Nails of almost every kind are near the "rush" line. Heating registers, particularly for walls, are increasing in sales from day to day. Locks of high and low degree are wantable articles, with a continuance of demand for the better grades Bolts, keys, knobs and latches are asked for in separate lots outside the city, where much repairing is being done, and the city trade is taking sets almost exclusively. No change in prices. Tools, too, are brisk again, though demand this week has been for single articles rather than sets. Saws and hammers and carpenters' tools especially are mostly asked for.

HOUSEHOLD GOODS. This line is expanding pretty well. House-cleaning articles are most asked for. Wringers, washing machines and other such articles

are in demand, and some inquiry is made for brooms, carpet sweepers and the newer vacuum cleaners. Stove pipes and dampers make one think of the approach of winter and the demand for tin and enamelware shows they are seasonable. Some meat and food choppers have been sold this week and an impetus has been given to preserving kettles, jars and kindred articles. Household scales are rather a new line. There have of course been sales in the past, but hardly as many as appear to be the case just now.

FALL LINES.—The particularly outstanding feature of trade in seasonable lines is the demand for articles connected with heating—stoves, furnaces and what may be called heating supplies. Coal hods, stove pipes, pipe dampers, grates, thimbles, etc., are asked for by country hardwaremen for selling to farmers' housewives. Then the outdoor demand for repair tools and goods wanted about the farm and barn has just commenced. Judging from what one hears from country merchants visiting the Fair, this fall is going to be a good one for business. The farmers have had a good season, have made money, and are investing more than ordinarily in their own holdings by repairing and improving their farms. Wire and chains of various sizes are called for. Cow ties and safeties being two good selling lines. Then inquiry has been made for boom, log and binding chains and for lumbering goods generally—cant hooks, poles, etc. Wire fencing is opening up again with prices firm. Some unsettling, however, is felt among traders handling wire clothes lines because of persistent rumors of cutting, in some cases as much as $1.25 being chopped from quotations. This has led some manufacturers to withdraw their lists now that demand is opening up again. Other wire lines—baling wire, bale ties and bright wire goods are becoming more active. House pumps are showing a little better than for some time past, and cutlery and silverware are becoming more prominent. The usual shelf lines continue to sell splendidly.

HEAVY GOODS—Bar iron prices have been withdrawn this week. During the past month the demand for certain sizes has been simply enormous, so much so that lines that were going abegging in the spring and early summer months are now unobtainable. Delivery in some cases cannot be promised for several months. This is but following the lead set by iron manufacturers in the United States, where bar iron prices in common with other manufactured lines have been climbing up the price ladder very rapidly because of demand. Pittsburg, it is said, is unable to promise shipments before five months. The other lines are busy, with especial emphasis on wire nails.

SPORTING GOODS.—Guns and ammunition lead the sporting field at present. Hunting coats, cartridge belts, hunting knives, axes and dunnage bags are shown pretty extensively. Sales are fairly good. A few orders of fishing sets for presentation purposes have been filled this week. Outdoor athletes have let up somewhat in demand for other lines.

METAL NOTES.

There are over one million pounds of copper in the latest type of battleships.

The consumption of copper in Germany during the first half of the present year was some 3,000 tons less than during the same period in 1908.

Practically every variety of iron ore is to be found in Newfoundland, although only one location has been developed to any extent. The area in question is in Conception Bay, on Bell Island, and is one of the most profitable mines ever operated.

A novel method of toughening metals has recently been brought out in England by placing a small quantity of mercury with it. The retort is subjected to pressure, and then heated below the melting point of the metal. While the heating is going on, a current of electricity is passed through the metal. It is said that metal treated in this manner is greatly increased in toughness, and in ability to withstand the effect of seawater and other corrosive agents. While more particularly adapted for treating iron and steel, the process is said to act in the same manner on other metals.

Perfection Oak

For Hard and Soft Coal or Wood—A handsome stove at a very low price. Large feed door, heavy steel body, screw draft dampers, draw centre grate, ash pan, grate shaker through side of base. A very attractive stove, being handsomely nickel-plated and ornamented.

Sizes 12-in., 14-in, 16 in., and 18-in.

Send for our new Stove Catalogue and Price List

THE JAS. SMART MFG. Co., Limited

BROCKVILLE, ONT. WINNIPEG, MAN.

Possibilities of Selling Power Washing Machines

A Labor Saving Device Which Has Won Popularity—Hardware Merchants Can Increase Their Sale to Farmers Who Have Domestic Water Systems Run By Gasolene Engines or Windmills—Townspeople Also Good Customers — R. C. Diserens Points Out Some Interesting Facts.

Any labor saving device to obtain recognition must first satisfy certain economic conditions: It must greatly reduce the physical exertion of the operator; it must do the work, previously done by hand, better—more reliably; it must do the work in less time. It is inevitable that if one or more of the above stated results are not obtained, the machine will not receive even temporary interest. To take a permanent place the machine must do more. It must be practical—not ideal.

Applying these conditions to the power washer, what do we find? It certainly reduces the physical exertion. In fact, it really does all the hard work of washday.

It can hardly be said that the power washer does better work than the old method. You can get clothes clean by rubbing if you rub long enough. But the power washer always washes the same way. It never gets tired. It is more reliable than hand work. If a woman washes with it the washing must be done well. The power washer cuts the time spent in washing in half or better than that. We see then that the power washer thoroughly deserves the widespread recognition—the unquestionable enthusiasm with which it has been received by women of all classes. Moreover, the power washer is intensely practical. It has stood the test. It has been in use now for a number of years and is still doing efficiently the work it was intended to do. It has earned its place as a factor in modern household economy. The power washer has come to stay—there is not the slightest doubt of that.

Women are very easily interested in a machine of this kind. All who have heard of them are interested—and the field is comparatively untouched.

There is a great opportunity for house furnishing dealers. The power washer has been tested—it has proven itself a success. It is bound eventually to come into as general use as the kitchen range.

Why not get in at the start and reap the first fruits? Find out all the makes you can. Sift these down to two or three that look like the best propositions. Then look up these three thoroughly—from every point of view.

First, as to the machines themselves. Find out the good points and the weak points of each. The most important thing to keep in mind right here is "Will the machine stand the gaff?" "Will it bear up under the strain of regular use?"

If it will not do that you might as well drop it. For machines that are continually breaking down, demand repairs which will soon eat up your profits. Not only that, but will cause dissatisfaction to the owners and the machine will eventually come back on your hands.

So it is of paramount importance to get a machine that will wear. A machine that will stay sold.

Another vital consideration is the attitude of the manufacturers. See to it that the machine you sell is an advertised one. See to it that the manufacturers will help you sell, will give you the best assistance.

With a power washer that will stay sold and the help of the manufacturer who is really interested—actively interested in what you are doing, there is practically no limit to the amount of business you can do. And your profit is clear and sure—just as clear and sure as your profit on a line of enamelware or other staples.

Get the right washer and hustle and there are good profits waiting for you.

Original Bookkeeping Ideas of a Retail Grocer

On Account of too Much Labor With the Old System He Devises One of His Own—Posts From Check-book to Ledger—Always Has Total Amount Owing by Any Party — Never Sends out Itemized Accounts.

By M. Moyer.

With all the wearisome work in a retail store there is nothing so tedious and tiresome as the keeping of accounts where the credit system is used. For years this had been my great burden and I undertook to devise some plan

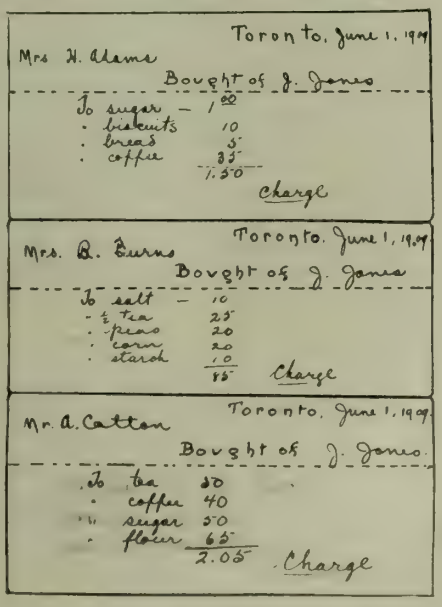


Figure I.—Reproduction of Three Different Pages From Counter Check Book.

to relieve myself, to some extent at least, of the slow process of entering all accounts from the check-books into a day book; from there to carry them to separate pages in the ledger for each customer, and then again render itemized accounts.

In the first place I resolved that I would not make out monthly itemized statements after I had sent itemized bills with the goods at the time of the purchase. I then struck upon a new plan and I shall try to make as clear as possible, how I succeeded in doing my book-keeping with less than one-quarter of my previous work, and which served my purpose satisfactorily for 15 years.

I used the ordinary duplicate check books now in almost every store, and a ledger in the shape of a book of about 120 pages, 10 x 14 inches, and costing about $1.50. This would allow 10 pages each month for one year.

All orders were taken in the usual way on the check book, the leaf being torn out and sent with the goods, leaving a copy in the check-book, from which, if not paid, the amount was carried to the ledger. The ledger was arranged alphabetically and the amounts charged as shown in the accompanying drawings, which are the duplicate left in the check book, and shown here as Fig. 1.

These are posted as you see in Fig. 2, and with them in the same manner other purchases throughout the month. The figure in front of the fraction is the date of the month, the denominator the number of the check-book and the numerator, the amount of the purchase.

For instance Mrs. H. Adams on June

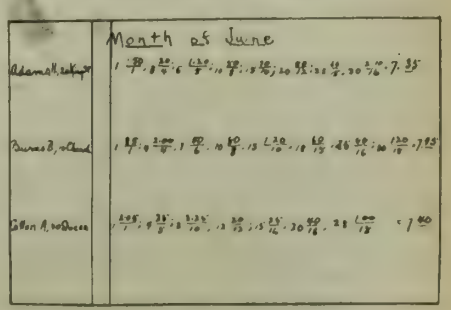


Figure II.—Drawing Showing How Accounts are Posted From Check-Book to Ledger.

1, purchased goods to the value of $1.50, as shown by check-book No. 1; on June 3 she bought 20 cents' worth as per book No. 4, etc.

Enough space between names is left in the ledger to allow the names of new customers to be entered.

You will now understand how the amounts are carried from the check-books to the ledger and at the end of the month carried to new pages as shown in Fig. 3. At the same time an ordinary monthly bill, not itemized, but giving the total amount purchased each day is sent to the customer.

A bracket will be noticed around the $7.35 in the panel opposite H. Adams' name in Fig. 3. That means that the account has been paid in full by H. Adams and the 2 beneath shows it was paid on July 2. In connection with B. Burns' account, $5 cash was paid me on July 3rd.

After all bills have been made out at the end of the month and the names carried over to the page represented by Fig. 3, with the total amounts purchased the previous month, opposite the names, I had little difficulty in determining the total amount I had on my

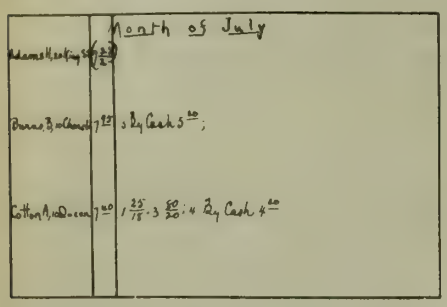


Figure III.—This Illustrates How Ledger Is Kept After First Month's Business.

books. All that was necessary was to add up the figures opposite the names. This was done every month, and if not paid, the amounts were carried forward.

The check-books are all numbered and filed in regular order, so that in case a customer has lost one of her bills and would like to see the items, I could, by looking at the date of the purchase and the number of the book at once put my hand on it and see copy of the original order.

BE ON TIME.

The business world is made up of two classes of men—those who are on time and those who have the best of reasons for being late.

The man who meets his engagement at 9.01 misses the Chance that is there at 9.00. The man who misses his train gives the Large Order to the other fellow. The man who leaves the office at 5.59 misses the Great Opportunity that comes at 6.00.

The Big Opportunity always goes to the man who is on time.

Paste it in your hat; write it on your calendar pad; engrave it on your clock; carve it on your desk; emblazon it over your door—

Be on time!—System.

G. S. Ransom, Toronto, will build 5 pairs 2-storey semi-detached brick dwellings, at a cost of $20,000.

Trade Gossip from Canada's Eastern Provinces

Dissatisfaction Regarding Selling Terms of Linseed Oil—Good Display of Plumbing Goods Made by Halifax Firm.

HALIFAX.

Sept. 6.—Firm prices characterize the local hardware markets, but there is only a fair trade passing at the present time. No very large orders have been placed so far this season, but the dealers are looking forward to a better business in the near future. Builders' supplies are in fair demand, and this branch of the business has been very good all season. There is also some demand for roofers' supplies, which is usual at this season of the year.

The season for ammunition is now on, but the call for shot, shells, guns and cartridges is very light so far. Many of the hardware dealers here who handle hockeys are now placing their orders, and as the sport is in favor here it is expected that the business during the coming season will be brisk.

Collections, are still rather poor and money seems to be somewhat scarce in the country. In fact, during August there has been a greater number of renewals asked for than usual.

Prices, in some cases, still have an upward tendency, and turpentine has advanced 5 cents per gallon in cask lots. There has been considerable dissatisfaction with regard to the new selling arrangement, which now obtains on linseed oil. The oil men insist that jobbers sell oil on a 30-day basis, net cash, whereas wholesale terms throughout Canada are 2 per cent. cash and 30 days or 3 months net. It can readily be seen that the two sets of terms will not work out in practice. For example, if a customer wishes to buy linseed oil to-day, the jobber is supposed to add 2 per cent. to the established price in order to sell at the usual hardware terms.

Cotton goods are still very firm, in fact, it is expected that cotton nets will advance in sympathy with other cotton goods, and shrewd buyers are now booking large quantities of nets for future delivery.

Among the attractive displays in the Labor Day parade to-day was that of the wholesale hardware and plumbing firm of William Stairs, Son & Morrow. In order to familarize the public with the quality and the exact line of goods carried by the firm, they had an extensively decorated team drawn by two magnificent horses in the procession. No pains were spared to make the float worthy of the firm's reputation. A wood frame work 17 x 7 was neatly built, with panel work set in. A partition was erected in the centre, making provision for the rear end of the team, which was fitted up with kitchen plumbing. On each side corner of the float stood a forty gallon copper and galvanized boiler, also an enamel sink, connected with hot and cold water in addition to the pumps.

The front section of the float represented a stylish bathroom with all the conveniences, including shower bath with rubber curtain hanging from above, enmel wash basin with hot and cold water, connecting nickel pipes. The wheels of the wagon and the shafts were prettily adorned with red, white and blue tissue paper. On both sides of the team painted in colored letters were the words "Eastern Canada Plumbers' Supply House."

J. H.

Interesting Trade Items Gathered in Ontario

Novel Window Display at Brantford—Peddlars Making a Clean up on a Heating Novelty at Guelph—Complaints Regarding Hose Tenders at Kingston—Market Auctioneers to be Charged High License Fee at Chatham.

KINGSTON.

September 7.—Contracts have been called for a new wing, to be erected in connection with the Hotel Dieu, to cost $30,000. It will be five storeys.

Comp'aints have been made by local hardwaremen, in regard to the tenders called recently by the city council for hose required by the fire department. The class of hose required had to be secured from a Montreal firm, and the hardwaremen say that they wrote to the dealers, asking that they quote them prices. The company did not send prices, but in order to render better service agreed to have their representative go to Kingston and pay the dealers a call, when all the necessary information would be given. The further claim of the local hardwaremen, is that only one firm was favored with a call, and that on this account, the rest of the dealers were shut out from the competition.

City Engineer Craig has been given permission from the city council, to give oil a trial on the city streets, and the test will be made in the course of a few days, when the crude petroleum which is used arrives from Toronto. It will be used on some of the newly macadamized streets. The city engineer was very anxious to give the oil a trial, and although the council stood adjourned until September 13th, he succeeded in

getting the members to sign a "round robin," for the work. Citizens who have inspected Toronto streets which have been oiled, are very anxious to have the test made.

McKelvey & Birch, hardware dealers, had the contract for attaching the rope to the new city hall bell, just installed, and it just happened, that the first time it had to be used was to give an alarm for fire at that firm's establishment.

Local hardwaremen are prepared for the hunting season, and some of them are making a specialty of this line, in the window dressing, this week. At Mitchell's hardware, a very attractive window has been made, with the use of rifles, cartridges, and hunters' supplies.

According to those who are in a position to know, there has been more painting in Kingston this summer, than has been experienced in many years, and the sale of paint has been very heavy. "Without doubt, it has been the busiest season in some time," said one painter, to you correspondent.

The coming of the cold weather is drawing the attention of the hardware men to stoves, and special displays are being arranged for.

Henry Youlden, for many years a member of the firm of Selby & Youlden, of the Kingston foundry, died on Monday, aged sixty-three, after an illness extending over ten weeks. He was one of Kingston's best known citizens.

E. G. B.

PETERBORO.

Sept. 9.—Harry Morgan, of the Peterboro Hardware Co., left on Tuesday morning for a trip through the west. He intends visiting some of the towns, including Edmonton, and will also see the Seattle Exposition.

The Council has approved of the Board of Works recommendation that the contract for the Smith Street Bridge be let to Geo. A. Begy & Co., of St. Catharines. The bridge is to be of reinforced concrete, at a cost of $30,000. Work will likely be commenced in a short time.

The Best and Hutchinson's Hardware stores are showing gas stoves at enticing prices.

H. T.

BRANTFORD.

August 31.—"Reg." Butterworth, clerk in Turnbull & Cuteliffe's hardware store, Colborne street, is receiving the sympathy of his friends, owing to the sad death of his father last week.

T. A. Squire, of Watt & Squire, Dalhousie street, has returned from the Retail Hardware Excursion to Montreal. R. A. Watt, the senior partner, left on Monday for a vacation in the wilds of Muskoka. H. Church, of Turnbull & Cuteliffe's staff, is holidaying at St. Thomas. Geo. Blott, of A. Ballantyne, is also having his holidays at the present time.

The season for shooting seems to be a most profitable one. Brantford's team entry in the Western Ontario Trap Shooters' League now leads, and this sport has received a splendid boost as a result for fall sporting purposes, the demand has been brisk. Deer rifles of the best quality have a ready sale, sportsmen paying a splendid price for a good arm. "If they are going to do much shooting, especially deer-hunting, they want a good rifle, and are willing to pay the price," said the junior partner of Turnbull & Cuteliffe. "There is also a good demand for the cheaper grades for those who shoot only in this neighborhood, and do not care to invest very much in a gun.

Henry Yeigh, president and manager of Telephone City Stoves, was enthusiastic on the paint situation when seen by your correspondent on Saturday. "Although we have had the agency for Martin-Senour paints for only a portion of this year, the results have much exceeded our expectations, and from our customers we learn they are highly satisfied." Telephone City Stoves are showing a neat window of stoves and domestic utensils this week. Their system of displaying a 5, 10 and 15c counter also brings in good results. Small articles necessary in the kitchen are displayed, with prices attached in plain figures.

Howie and Feely's west window shows some neat drawing power this week, the object being to boom the sale of gas mantles. The mantles are graded, and fill bushel baskets like a cornucopia. A sign, "Bushels of them," does the rest. They report advanced sales from the use of the indow.

E. Hillgartner, plumber, steam and gasfitter, who announced a "removal sale" some time ago, opened his new premises, 61 Colborne street, on September 2.

The plumbers have had an extra busy season this summer. The city engineer's department records show that there were 225 sanitary sewer connections made already this summer, as compared with 195 for the whole of last year. The plumbers, needless to say, are jubilant. The value of the fittings installed, on the average, amounts to higher than in former years, almost all houses being built now having a bathroom and other modern conveniences.

The Hartley Foundry Company has secured the contract for the castings for the new Brantford Steel Range Company, which will soon be in operation.

The building record so far this year shows a slight increase over the record of 1908 for the first eight months. In 1908, 212 permits were issued, valued at $209,430, and in 1909, 208 permits for $212,772. For the month of August 30 permits were issued for a value of $26,295.

The Brantford Roofing Company reports that this year is the busiest since their inception in 1905, the staff having been largely increased to keep up with the demand for prepared roofing. Local dealers place a large amount of orders for this firm's product.

Large changes in municipal and government buildings are looked for. The Public Works department will, in all probability, erect a new building on the market square at a cost of $150,000. This will necessitate a new market building, which will be removed to Water street if present plans materialize.

A building permit was issued Saturday to the Brantford Emery Wheel Company for the erection of a new factory on Pearl street at a cost of $3,500.

At a meeting of the separate school board last week, a rough draft of the proposed new separate school building was submitted. It met the ideas of the members, and the committee in charge was instructed to proceed with drawing up the regular plans. The building is to cost about $60,000.

J. Y. Brown, proprietor of the Brantford garage, has completed a deal for the erection of a new garage on Colborne street.

L. D. Koser has been appointed sales manager of the Paris Plow Co. He was previously in charge of the Canadian branch of the Dain Tool Mfg. Co.

A new five, ten and fifteen cent store will be opened in the Waite Block, Welland.

The merchants at Brantford have agreed to close their stores at six o'clock on Wednesday throughout the year.

The new gas well struck at Waterford last week is spouting over a thousand barrels a day.

The Brantford Roofing Co.'s float secured second prize in the Labor Day procession.

A. W.

GALT.

Sept. 6.—Industrial conditions in Galt were never better. All the factories and shops are working overtime, and business prospects are excellent.

Managing Director Hayhurst, of the Galt Art Metal Co., has returned from a business trip to Winnipeg. He tells your representative that affairs in the west never looked brighter. He is eminently satisfied with the results of his trip. The Art Metal Co. have just issued a handsome 200 page catalogue.

The re-organization of the Edge Tool Works is going an apace, and it is expected that within a couple of weeks the plant will be in full operation.

The Down Draft Co., Art Metal Co., Canadian Potato Machinery Co., and Cowan & Co., all had large exhibits in the manufacturer's building at the Toronto Exhibition.

G. U. McFarland, the sporting goods man, has secured one of the large stores in the new Scott & Bennett block.

Many farmers in the vicinity of Galt are installing furnaces in their homes in preparation for the winter. The majority of these furnaces are for wood, but those who live within a few miles of town have purchased coal furnaces. "Farmers are buying more furnaces every year," said one dealer. "And I believe that in time the furnace will be just as much used in the country as in the town."

B. E. C.

CHATHAM.

Sept. 7.—Guns and ammunition are commencing to move out with the advent of the hunting season. Geo. Stephens & Douglas have a neat and attractive hunting window this week.

Jas. Watt & Son, plumbers, report that they are having a very active season, particularly in out of town work. In Wallaceburg alone they have the contract for the office plumbing for the new Empire Refining Co., the contract for heating and electric lighting the Hotel Tecumseh, the plumbing for Geo. Cramer's new livery barns, in addition to quite a bit of residential plumbing. They also have the contract for new plumbing for the Park Hotel in Chatham, and plumbing and heating for the McDonald Furniture Co., as well as a number of Blenheim contracts. They have also been doing some hot water heating work at St. Joseph's hospital here, and quite a bit of residential work.

The protest of Brantford hardware, recently chronicled in Hardware and Metal, respecting the auctioning of new goods on the Brantford market, indicates that the Brantford situation is analogous to that in Chatham. For several years past hardwaremen here have complained regarding the use of public market spaces to auction off new goods, such as razors, cutlery, tinware, etc., the goods being in most cases of inferior quality. Attempts were made to have the auctioneers limited to strictly second hand goods, but this was found to be impossible. Recently the the market by-law was changed, the rental of the auctioneers' spaces being raised from $15 to $50 each. In addition there is, of course, the regular $10 auctioneer's license. The amendment takes effect this month.

The Western Bridge & Equipment Co. here has closed three contracts for steel and concrete bridges on the Romney town line, the price being $2,500. The same firm has just secured contracts for two bridges at Green Valley, Renfrew Co., cost $3,600.

W. F. Cooper, local manager at Petrolia, has the plans for the new branch of the Bank of Toronto, to be erected in that town.

G. B. Woodard, formerly of Wallaceburg, is now located at Comber, where he is conducting a gasfitting business.

R. Watt, of the R. Watt Machine Works, Ridgetown, is in Toronto in charge of an exhibit of grain separators at the Canadian National Exhibition.

Scott Bros., hardware merchants, of Forest, have purchased the Rawlings Building from L. H. Smith & Co.

The Tilbury Iron Works this week shipped an engine for deep gas well drilling to Medicine Hat.

R. E. Riddell, a Windsor bicycle man, has devised an unique double tandem cycle on which he tours the surrounding country. Mr. and Mrs. Riddell and their son and daughter run the machine, carrying their luggage between the two "bicycles," and made about 8 miles an hour. The novel outfit has attracted quite a bit of attention, and is proving an unique advertisement.

W. E. P.

LONDON.

August 31.—The burning of McClary's big warehouse at Winnipeg comes at a time when the company is very busy in all departments. However, the great concern has already shipped many carloads of stoves, etc., to its western distributing point, so that the filling of orders will not be interfered with.

London manufacturers interviewed agree that the year 1909-10 will outshine the record year 1906-7 for business activity. They report orders coming in freely, the volume of business handled by some firms being from twice to four times that of last year.

Superintendent King, of McClary's South End Branch, said :—"We have now 460 men on the payroll, an increase of about 60 over last year. We are taking on more men every day, and have great difficulty in handling the trade. Trade is from 15 to 20 per cent. better than last year, and there is a general resume of 1907 conditions. Supplies are difficult to secure, and the manufacturers and dealers are not so stocked up as they were."

The firm of E. Leonard & Sons, of this city, has been awarded the contract for twelve oil tanks for the six transformer stations for the Hydro-Electric Commission at London, St. Thomas, St. Mary's, Stratford, Woodstock and Paris. The contract is worth about $2,500, but it is expected that still larger contracts will be awarded the firm, who have tenders in for several other jobs of the same nature.

The employees of the enamel department of the McClary Mfg. Co., held their annual picnic at Springbank on Wednesday last.

F. T. Y.

GUELPH.

September 7th.—Last Thursday afternoon was an exceptionally quiet one, and several hardwaremen in Guelph attributed the fact to the effects of the Thursday afternoon half holidays which were the order throughout July and August. "It's just force of habit," said one of the hardwaremen, "the people get used to a thing far quicker than you would think. We could get them used to early shopping on Saturday nights just as well as not, if we only went about it in the right way."

Fred Smith, the Quebec street plumber, spent the week end in Toronto on business.

W. B. Smith, a local painter, has completed a contract he took some time ago for the painting and varnishing of all the street cars of the Guelph Radial Railway Company.

A number of agents are canvassing this city thoroughly, and in all homes where gas is used for cooking or where even gasoline stoves are used they are trying, with considerable success, to sell what they call the "Standard Economy Gas Plate." This article is a plain square slab of cast iron, with a flange around the edges. A local foundry man, when asked by your correspondent what the cost would be, was not anxious to commit himself by making any definite statement, but spoke as if he thought they could be turned out in any quantity at about four or five dollars a hundred. They are being sold to customers of Guelph hardware men at fifty cents each, and, as far as your correspondent could learn, none of the merchants of this town are given an opportunity to handle the article. Those who are selling them claim that these plain cast iron plates are wonderful savers of fuel. They claim that by placing one over a gas jet, three or four pots can be heated at the same time, while previously only one pot could be put over the jet. "I can't see," said H. Occomore, stove and tinware dealer, "how they can claim that the plates are such great savers of gas. If the housewife thinks the matter out for herself she will find that she is not only heating her pots, or her irons, but the iron plate as well." By selling them at fifty cents each, however, the gas plate men must be making all kinds of money.

H. B. Callendar, manager of the Louden Machinery Company, manufacturers of farm hardware, is out of the city enjoying some summer holidays.

Charles Penfold was in Toronto on Thursday.

MacMillan Bros., this week have an exceptionally good sporting goods window. Guns and ammunition are the feature of the display and many very timely and well made suggestions make this window an exceptionally effective one.

Miss Hockin, bookkeeper in the office of S. & G. Penfold, left that firm Saturday evening to take a position in the office of The Guelph Axle Works, where she will succeed Miss Flewwelling, who, it is understood, is soon to enter the happy state of matrimony.

A very good window of cutlery is to be seen this week in Bond's hardware store. It is a very nicely arranged display.

To-day the area of the Guelph city garbage collection department was extended to a considerable extent, so that it now takes in about five hundred more houses than formerly. Several wide awake Guelph hardware men were aware of the fact that people cannot have their garbage carried out to the wagon in paper bags, and have been getting after the residents in that part of the city included in the extended area, selling them galvanized iron garbage pails. Your correspondent learned that the hardware men here are practically all having a share of this little windfall.

The Victoria Baseball Club of the City League have won the championship and will soon be presented with the handsome silver cup presented by the D. & M. Sporting Goods Co., through their local agents S. & G. Penfold, who had the contract of supplying the city league with baseballs throughout the season.

A start was made this week on the excavation for the building of the new

Transformer Station for Niagara Power in Guelph. Mr. Gutridge, of the firm of Edge & Gutridge, Sarnia, who have the contract for this as well as four or five other Transformer Stations in Western Ontario, was in the city the other day, looking up material for the work. Some of the brick he is getting from Milton, but, as the building is to be largely of cement, local dealers will get the benefit of furnishing the greater part of the material.

T. A. Keating, a member of the firm and manager of the wholesale department of the Bond Hardware Co., stated in the course of an interesting interview, that from a wholesale point of view, the outlook for the fall and winter season seemed very bright. "It has been particularly good so far," he said, and, when asked to specialize, he said that there has been considerable movement in farm hardware, such as cow chains, axes and cross cut saws.

On Saturday night last Milton Auman, head shipper at Bond's left the employ of that firm, in order to go to Calgary, Alta., where he will take over the management of his father's large stock and horse ranching interests. Shortly before he left, his fellow boarders at 75 Woolwich street, together with a number of his fellow employees of the Bond Hardware Co., gathered together and enjoyed with him a little farewell banquet, at the close of which they presented him with a fine meerschaum pipe.

J. W. Kennedy, Georgetown, is advertising a fall sale of paints in the Georgetown Herald.

C. F. Sutton, Erin, is boosting the washing machine department of his business.

S. A. McDonnell, a hardware dealer with stores in Arthur and Kenilworth, is carrying on quite a strenuous advertising campaign in the Arthur Enterprise.

The cream separator business is being actively boosted by J. A. McLean, of Wingham, who has an agency for that district.

Such useful household specialties as asbestos table mats are being sold at present by A. G. Schreiver, Berlin. Mr. Schreiver is advertising a sale in this line of goods in the papers of his town.

P. Hymen, Berlin, is advertising carpenters' tools, while J. Fennell, of the same town is at present making a specialty of tinned apple parers and corers.

There is an agitation on foot among the citizens of Mount Forest for the building og a cold storage plant in that town.

Harry Forrester, of the staff of S. & G. Penfold's hardware store, Guelph, is spending a week in Toronto.

H. S. N.

LEAMINGTON.

Sept. 7.—H. Lendon, hardwareman, is negotiating for the purchase of the Wagner Block, Talbot Street East. When the deal is put through Mr. Lendon intends moving his entire hardware, plumbing and gas fitting business to the new premises.

The Leamington Electric Light & Heat Co., last week commenced an all night electric service.

Early closing is again being agitated. The trouble seems to be mainly with the grocers. In the adjoining town of Essex all business places are closed early three nights a week. All groceries are closed other nights at 8 p.m. except Saturday when the stores close at 10.

J. L. Wagner has sold his stock of machinery to Elliott J. Kimball and has given an option on his warehouse to H. Lendon, hardwareman. Mr. Wagner will continue to handle one or two lines of implements at another stand.

GODERICH.

Sept. 7.—J. H. Worsell & Son have just completed their portion of the work in connection with the renovation of St. Peter's church, they having installed two Pease furnaces, with a heating capacity of 75,000 cubic feet each.

The Doty Engine Works have recently completed a number of additions and improvements to their plant. Two new workshops have been completed, and the installation of machinery is now in progress. When the work is completed, the floor space of this factory will have been quadrupled over what it was a few months ago. The company has a large number of orders in hand, particularly for the west.

The ratepayers will on Saturday Sept. 11, vote on a by-law to guarantee the bonds of the American Road Machine Co., of Canada, Ltd., the Canadian branch of the American Road Machine Co., of Kennett Square, Pa., to the extent of $40,000, the town to be secured by a mortgage. The company agrees to purchase the plant and factory of the former Goderich Engine and Bicycle Co., and to employ at least 50 men. Road machinery of all kinds and portable saw mills are the lines to be manufactured.

V. L.

News From the Prairie and British Columbia

Vancouver to Have Drydock and Shipbuilding Industry — New Store at Prince Rupert—Extensive Building Operations at Victoria and Saskatoon—Shooting Season Opens in Saskatchewan.

VANCOUVER.

September 4.—At last a start has been made on a large drydock for this port. It has been heralded for a number of years, and propositions have been put before the city council, but nothing has been consummated until this year. Nicol Thompson, who has had the matter in hand from the first, has at last been successful, and now word reaches here that the Browne Engineering Company, of London, has started the construction. The dock is to be built by Swan & Hunter, after the design of Clark & Stansfield, London, and will be of steel, 510 feet long, 70 feet wide, and 30 feet over the sills. It will have a lift capacity of 11,000 tons, which it can handle in 3½ hours. The site will be at the Ross & Howard Iron Works on Burrard Inlet. The establishment of this floating dock will meet a great necessity, and should bring considerably more business to this city. Not only the floating dock is to be built, but a leading firm of shipbuilders in Britain is to establish a shipbuilding yard in Vancouver. This will be a large industry, and the site here has been selected in preference to Esquimalt on the Island. Arthur Coote, representative of the shipping firm of Hawthorne, Leslie & Co., of Newcastle-on-Tyne, has been spending some time on this coast looking into the requirements of the industry. This firm builds for the Pacific trade, and Mr. Coote is making an especia' study of conditions.

Building in Vancouver shows no slackening, with the result that the various hardware trades are busy. The permits for the past two weeks amounted to $356,265. It is noticeable that much handsomer residences are now being erected, several permits having been issued for one of the value of $9,000 and upwards. One of the permits included in this amount is for a steel frame fireproof building to be erected on Granville street by G. E. Hower at a cost of $145 000. The returns of the Building Inspector's office for the month of August were $839,120, as compared with $538,930 in the same month last year. The year's total is expected to be about the same as last.

VICTORIA.

September 3.—The ratepayers of Victoria have endorsed the agreement between the city and the B.C. Electric Railway Company, and the by-law empowering the city to expropriate the holdings of the Esquimalt Water Works Company at Goldstream was defeated.

The result in the B. C. Electric by-law was for 1,595, against 741. On the water by-law 1,118 voted in favor, 1,222 against.

The B. C. Electric Railway Co. are to commence work at once on the Jordan River power project, the company's engineer being already in town in connection with this work. The first unit of power will be ready in about one year, the remainder of the work will take about another two years to complete.

The whole work will cost close to $2,000,000.

There is at present being constructed in Victoria one of the largest business blocks on the coast. This is the building being erected by Pemberton & Sons on the corner of Fort and Broad Streets. This building though only seven storeys high including basement is larger than the fourteen storey Dominion Trust Building in Vancouver.

J. A. Fortier, representing the Pacific Hardware and Steel Co., was in Victoria this week. This is Mr. Fortier's first trip with this company, he having previously been with McLennan, McFeeley Company, Vancouver. Mr. Fortier succeeds M. J. Knight, who has gone in the home office at San Francisco as assistant sales manager.

In spite of the poor showing made in the early part of the month the building permits have made a record August. The complete returns of this month are $141,040. as compared with $134,000 of last year.

The eight months of this year are just $10,000 less than the whole of last year and show an increase of 71 per cent. For the balance of the year the record made to date will undoubtedly be kept up. There are a number of buildings projeected which will materially swell the total, amongst these is an addition to be made to St. Ann's Convent, plans for which are out and the contract let. This will cost over $60,000 and will be a very fine structure. Other buildings for which contracts have been let are, a building to be erected on Fort St. for Dr. Ernest Hall to cost $12,000; Sylvester Bros. are to erect a three storey business block on Yates St., this will cost $16,000.

W. B. C.

NEW WESTMINSTER.

September 4.—J. S. Colton Fox, an English capitalist, has purchased the works of the Crystal Glass Company at Sapperton, close to this city. He will install new machinery and reopen the plant. The Crystal Glass Company was organized by Vancouver people three years ago, but its operations were not successful, and the plant has been closed down for about a year. Mr. Fox will also establish a chemical works near the glass manufactory.

New Westminster is fortunate in having one of the best machine works on the coast. The plant was first established by Henry Schaake, of Baltimore, Md., in 1899, under the name of the Schaake Machine Works, Ltd., which name it is still operated under. One hundred and forty mechanics are employed, which gives a fair idea of the size of the works. The moulding shop is equipped to handle a nine-ton casting, while the blacksmith shop has steam hammers and all the other up-to-date equipment is to be found in the establishment. The Johnson shingle machine, which is manufactured here, is such a favorite that 572 have been sold in British Columbia, while everything in the line of sawmill machinery is constructed, a specialist being employed in designing. This company has recently completed an order for 20 shingle machines, and supplied one of its Schaake's Heavy Duty Edgers to the Red Fir Lumber Company, of Nanaimo. Lemon & Gonnason, sawmillmen, of Victoria, have placed an order with this company also for the complete overhauling of their plant.

R. B. B.

PRINCE RUPERT.

September 4.—The Thompson Hardware Company is putting in its stock of goods. Mr. Thompson has secured a site on Second street and is handling builders' hardware and a general line of shelf goods.

SASKATOON.

September 4.—With the opening of the duck shooting season on September 1, the sporting goods end of the business was revived when there was a constant demand for guns, ammunition and other hunting requisites. The business done in this class of goods so far this season has been up to the usual amount and more is looked for between this and September 15, when the chicken season begins. At an early hour on the first day of the shooting season the surrounding sloughs, the home of the wild duck, were well patronized by sportsmen armed for the fray. Amongst those of our merchants who returned from the field with good bags were H. L. Massey, of the 20th street hardware store and A. Smith, of the Western Heating and Plumbing Co.

Besides catering to the needs of the sportsmen the local hardwaremen are at this season of the year busy filling orders for threshers' supplies in the shape of oils, belting, pumps, rubber hose, packing and a hundred other articles necessary to the man who runs a threshing outfit. With the harvest, which has been a heavy one, now well over, threshing has begun in earnest and will continue for the next few weeks.

Building permits for August amount to $124,750, bringing the total for the year so far us to $703,875. Many buildings are at present under construction in the city and prospects good for many more before the season closes. Just now there is ample work for every class of tradesman. On the August list are the following structures, W. Brown, house, $1,900; E. S. Anderson, residence, $5,000; F. S. Cahill, brick block, $8,000; C. H. Gillespie, residence, $3,500; Mrs. C. H. Horan, house, $1 800; F. Clears, house, $2,000; A. Mason, residence, $3,000; T. Houlding, house, $1,500; C. J. Hanratty, house, $1,500; G. V. Tupper, house, $1.500; Collegiate Institute buildings, $91,000.

D. G. R.

GALVANIZED-IRON COMPETITION.

In reporting that the Galvanized Iron Sheet Makers' Association has been disbanded and its price agreements abandoned, U.S. Consul Halstead, of Birmingham, writes as follows concerning its effect on British industry:

The association was a "pool" which had governed production and the selling rates of galvanized-iron sheets over four years. At the time of its creation the price of galvanized corrugated sheets of 24-gauge was about $48.65 a ton (2,240 pounds) f.o.b., which was raised before the end of the year to $59, and in the prosperous period of 1907, the price went as high as $67.40. However, from January, 1908, the price stood at $60.83, despite the fact that prices of other classes of finished iron had been materially reduced. It was an interesting result of the pool that with the depression in industry its prices could be maintained at such a high level, but the arrangement to stop American competition had made this possible.

For a while this high price during the depression, with the accompanying reduction in the price of fuel and black sheets, enabled members of the association to make a very good profit, but they had much machinery standing idle, which cut profits. Then the penalizing of excessive output, which was one of the important points of the agreement, was displeasing to smaller manufacturers. The high price of galvanized-iron sheets naturally tempted other firms to go into the business, so that many of the new firms, quoting their prices a little lower than the ruling association price, secured the orders. Thus they gained practically all the benefits, though not members of the association, due to the policy of the association in maintaining its prices at a high level despite the depression.

The collapse is reported to have been hastened by increasing American competition in the open markets, especially of South America, which had furnished for years an excellent market for British sheets. It is said that, with the thicker sheets of galvanized iron, American competition in the open markets has been particularly keen.

As a result of the collapse of the association, quotations ranged on July 15 as low as $51.10 to $53.50 per ton, while some firms who had been outside the association quoted as low as $48.65. It is apprehended that the destruction of the price agreement will seriously hamper the makers in this section of England, because, as the export market is an important feature of the trade, they will have to pay freight to the seacoast, a charge which the manufacturers located on the seacoast will not have to bear, and can consequently quote lower. It appears not unlikely that if there is no renewal of the asociation, and its members say its collapse is only temporary, the effect will be to drive makers of galvanized sheets from the midlands of England to the seacoast. In past years there has been not a small migration of iron founders and iron product makers to the coast.

"V" GRIMP-ROOFING CORRUGATED IRON

METAL SHINGLES AND SIDING

PAINTED AND GALVANIZED
Made from Best Quality Steel Sheets

This is a profitable line for you to handle

WRITE FOR OUR PRICES

The Winnipeg Ceiling and Roofing Co.

MANUFACTURERS

WINNIPEG, - - - - - MANITOBA

If you want the **whitest** Lead —the **finest** Lead—the Lead with the **longest life**

ORDER

Stephens

House Painter's Perfect

Made with the finest English Carbonate Lead ground in our refined Linseed Oil.
All orders for this brand shipped same day as received.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

WINNIPEG and CALGARY

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

It Pays to Investigate

The progressive Heating Contractor can put in several hours to good advantage while in Toronto, during the industrial Exhibition, examining our complete line of **Heating Devices.**

In the Process Building on the Fair Grounds we will have a complete display of Furnaces, combination Heaters, Registers and special Furnace Fittings.

At our General Offices and Showrooms, Nos. 36 and 38 Queen St., East, we will have a complete line of Round and Sectional Boilers (Steam and and Hot Water) as well as Furnaces, Combination Heaters, etc.

Our outside and city Engineering Staffs will be on hand to see you are well cared for. Do not hesitate to make our premises your headquarters during your sojourn in the city.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.80 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1. $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7. $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10. 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 per cent.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90· 2, $1.60; octagon, extra. $2.30; 1, $1.60.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

TINWARE, Etc. — Pressed, retinned and plan, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60: Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7: painted, $3; galvanized, $4.10; 26, $3.35 roofing, 28, $3.45 and $4.45. Crimped coppered, $9; dash, $9.

ROPE—Sisal, 9½; pure manila, 11½; British manila, 10½c; lath yarn, 9½c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, and $4.35. Pressed standing seamed roofing, 28, painted, $3.20; galzanized, $4.30; 26, $3.55 and $4.55.

BAR IRON—Bar iron, $2,35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.50; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.45; ⅜, $2.75; ⅛, $3.30; ¾, $3.90; 1, $5.65; 1¼, $7.70; 1½, $9.25; 2, $12.35; 2½, $20; 3, $26.50; 4, $38; 4½, $50; 5, $48.50; 6, $62.50. Galvanized: ¼-in., $3.40; ⅜, $3.70; ½, $4; ¾, $5.20; 1, $7.50; 1¼, $10.20; 1½, $12.50; 2, $16.60; 2½, $30.

FITTINGS—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20. $4.10; 24, $4.30; 26, $4.70,; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9; ½ box, $4.75; IX. full box, $11, ½ box, $5.75; IXX., full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

: LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 60 and 55c; Solar red engine, 32; Atlantic red engine, 30c; Eldorado castor, heavy, 28c; medium, 28c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine 38c.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 19c; Sunlight, 21c; case, $2,35; Family Safety, 24c; Search Light, 22c; Sterling Light, 24c; engine gasolene, 24c; White Lily, 23c; Royal, 22½c.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.50; in kegs, $2.55; turpentine, bbl. lots, 85c per gal. linseed oil, raw, 69c; boiled oil, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire. $4.25; brt. wire staples, $4.00; poultry netting, 50 p.c.

HORSESHOES—MRM and "Bell," $5.00 base.

HORSE NAILS—MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under. 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—21c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

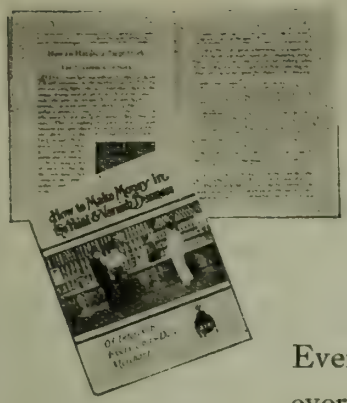
GET RID OF SHOPWORN GUNS.

Many of the large firearms dealers of the country have an annual sale of shopworn shotguns and rifles; others announce and advertise something of the sort, but hesitate to cut prices to a point calculated to attract purchasers, and, in consequence, the arms they would fain dispose of continue to mar the appearance of their fresher stock. Rust, worn and scratched browning, dinted stocks; it is remarkable how noticeable are such trifles and how quickly a customer will comment on them. Shopworn guns are as good as the best for practical service, but are poor property for the dealer.

When the housewife cracks the first egg of a dozen and finds it bad, she may be excused for holding the remaining 11 in distrust. The same rule applies when a customer glances over the guns displayed in his dealer's wall cases and discovers two or three exhibiting serious blemishes. The rest of the lot may be just from the factory, but his only proof of this is the dealer's word. They look new, and, so far as he can see, are perfect in every respect; but it is so easy to overlook a minor flaw—and there is that other gun bristling with suggestions!

Common business policy should dictate to any dealer the necessity of keeping his stock fresh, and weeding out, at any sacrifice such goods as are not saleable.

A permit has been granted to Wm. Mahoney for the erection at Winnipeg of four dwellings to cost $12,000; also to S. Johnson for four houses to cost $6,000.



This Valuable Book Will be Sent to You Free.

Every paint and varnish dealer and every prospective paint merchant should have this book. It deals with a subject of vital interest, "How to Make Money in the Paint and Varnish Business." Chapters are devoted to such subjects as, "The Selection of a Paint and Varnish Stock," "How to Go After Business," Window Dressing," etc. One of the most practical chapters tells how to carry on a thorough advertising campaign in a town of 2000 inhabitants, and one for a town of 5000, both at a low cost. This helpful book will be sent gratis to anyone in the trade upon application.

THE SHERWIN-WILLIAMS CO.

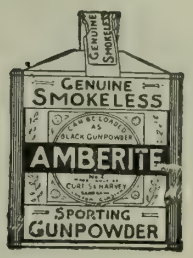
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.

WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C. 648

Curtis & Harvey's Gunpowder

"Amberite" Smokeless Powder



All Grades of Black Powders

We have a complete stock of all grades of black powder and the famous "Amberite" Smokeless on hand in Winnipeg, and can fill all orders promptly. Send post-card for dealers' prices.

The Hingston Smith Arms Co., Limited

AGENTS

WINNIPEG - - MAN.

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.

When writing advertisers kindly mention having seen the advertisement in this paper.

CALCIMO SANITARY WALL COATING

covers well with one coat. Will not show laps. When applied to a solid surface will not peel, crack or rub off. Soluble in COLD WATER.

A PRACTICAL PAINTER'S FRIEND

WINNIPEG PAINT AND GLASS CO., Limited

Calgary Edmonton Winnipeg

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

D. Ouimet, Montreal, has secured a permit for a factory, to cost $7,000.

The Gatineau mica industry will soon be re-established, owing to demand from the United States.

The Sanford Mfg. Co., Hamilton will erect a very large factory on a site just purchased at that place.

Work was started at Saskatoon on the Gordon, Ironside & Fares meat warehouse. The building is to cost $30,000.

The Guaranteed Pure Milk Co. have purchased property at Montreal, on which they will erect a modern model dairy.

The Manitoba Gypsum Co. has a permit for the erection of a new two storey reinforced concrete factory at Winnipeg to cost $46,000.

The new addition to the Ogilvie elevator at Fort William, will be pushed and completed in time for the handling of this year's grain.

The Tudhope Co., Orillia, whose premises were recently burned, will rebuild at once, and the work will be hastily rushed to completion.

Negotiations are now under way for the establishment of a chemical works, an oatmeal mill and a $125,000 match factory at Prince Albert.

A building permit was issued Saturday to the Brantford Emery Wheel Co., for the erection of a new factory on Pearl street, at a cost of $3,500.

A large new sawmill to cost $50,000, and to employ 60 men will be erected at Kamloops. The Thompson River Lumber Co., of the same place will enlarge its plant.

Plans are being prepared for the erection of a new separator factory at Renfrew. T. A. Low, M.P., is interested. The plant and building will represent an initial expenditure of $50,000.

Negotiations are in progress for the securing of property in Edmonton, as site for the erection of a large cold storage plant, at an initial expenditure of $100,000. H. G. Nivin, of the Edmonton Produce Co., is at the head of the project.

The Malleable Iron Works, in Amhest, which suspended operations about eighteen months ago, have been taken over by the Rhodes-Curry Co., and will resume active work at once. The Malleable Iron Co., when re-opened will give employment to about one hundred men.

Mr. Louis Simpson of this city, who has been actively interested in the electric smelting process for some years past, is now forming a company to establish an electric smelting industry at a power site at the Chats, some thirty miles west of Ottawa, on the Ottawa river.

The Martin Mfg. Co., Whitby, has purchased the foundry premises, lately occupied by the Farmers' Co-operative Harvesting Machine Co., now being wound up. The company has in view the manufacture of the cloth used in horse blankets, also the felt required in the harness trade.

The Dominion Bessemer Mines Co. is commencing operations on an extensive scale on the iron properties at the head of Thunder Bay, twenty-two miles from Port Arthur. The company is building docks, and it is expected that shipments will be made next season by boat direct from the properties. It is believed the St. Anthony mine in the Sturgeon Lake district will reopen shortly.

Municipal Undertakings.

A by-law for sewer extension on Selkirk Street was recently carried at Prince Albert.

A by-law will be introduced to raise $275,000 for waterworks purposes at Richmond, B.C.

The ratepayers of Cranbrook, B.C., will take over the waterworks system at a cost of $70,000.

A by-law authorizing the borrowing of $115,000 for civic purposes has been ratified at Hull, Que.

Tenders returnable Sept. 15 will be received by Barrie's town clerk, for an eight and nine-inch sewer.

Waterworks extension, costing in the vicinity of $11,000, will be commenced at Portage la Prairie at once.

Meaford, Ont., town council have been asked to consider the raising of $25,000 or $30,000 for improving the streets and constructing sewers.

Tenders are invited until Sept. 15, at Victoria, B.C., for the supply of about nine hundred tons of cast iron socket pipes and special castings.

A. C. Stewart, Edenvale, Ont., has been awarded the contract for the construction of a sewer system in wards five and six at that place.

James Robertson & Co. have been awarded the contract for supp'ying lead pipe required by Winnipeg. W. F. Lee has been given the sewer pipe contract.

The Canada Iron Corporation, of Montreal, has been awarded the contract for 1,942 tons of cast iron pipe at $40 per ton, and specials $65 per ton, all f.o.b. cars, Regina.

The town council of Taber, Alta., are asking the ratepayers to support a by-law to raise $55,000 by 20-year debentures for the purpose of the erection and construction of a stand-pipe, water mains and hydrants.

Contracts for building the following Hamilton sewers have been awarded:—Little Peel Street, J. Armstrong, 43c a foot; Wilson Street, from Emerald St. to East Ave., A. Mercer, 74c a foot; Albert Road, J. Armstrong, 47c a foot.

The Clinton, Ont., waterworks committee have awarded contracts for waterworks as follows: Pipe laying, T. M. Cullen, Huntsville, prices ranging from 18c to 30c per foot; cast iron pipes and special castings, Gartshore, Thompson Co., Hamilton, $32.20 per ton; construction of 80-foot stand-pipe and foundation, Hunter Bridge & Boiler Co., Kincardine, $5,000.

Contracts for the new waterworks and sewer system at Cobalt have been awarded as follows: Contract "A," supplying cast iron pipe and special castings, Canada Foundry Co., $7,842.40; contract "C," supp'ying steel stand-pipe, Canada Foundry Co., $2,540; contract "D," supplying vitrified tile pipe and junction, Toronto Sewer Pipe Co., $1,800; contract "E," cast iron manhole covers, London Foundry Co., $526.50; contract "F," labor and certain materials, William Newman & Co., Winnipeg, $38,584.10. Contracts "B" and "G," for supplying hydrants and valves, and for supplying and erecting pumping machinery, were not awarded.

Railway Development.

The Rainy River Radial Railroad Co. is seeking a charter to build several electric car lines between Fort Frances and the American boundary, near International Falls.

The International Electric Railway Co. will soon commence the construction of its proposed electric railway from a point in the municipality of Surrey to a point at or near Port Kells, B.C.

The Canadian Pacific Railway have started work on the completion of their new main line from Edmonton to Winnipeg and the east. For over two years Hardisty has been the terminus of what is known as the Wetaskiwin branch, which is a portion of the new short line.

The British Columbia Electric Railway Co. has just let the contract for constructing four miles of single track lines in South Vancouver to Christian, Hartney & Christian. Operations will begin immediately and the lines are to be completed well before the end of the year.

New Companies.

The Brantford Steel Range Co., Brantford; capital, $40,000; to make stoves and furnaces and do general foundry and machine work.

Dominion Tack and Nail Co., Galt; capital, $40,000; to make wire and wire nails, tacks, etc. Incorporators, John Sloan, J. Eatough, and J. Buchanan, Galt.

The Lyall Co., Montreal; capital, $500,000; to carry on general engineering and construction business. Incorporators, R. Taschereau, R. Genest and J. Marier, Montreal.

The Whyte Railway Signal Co., Ottawa; capital, $300,000; to make Whyte railway protection and signal devices. Incorporators, J. A. Whyte, J. K. Paisley and W. J. Gerald, Ottawa.

Canada Cement Co., Montreal; capital $30,000,000: to manufacture cement and artificial stone. Incorporators, Sir Sandford Fleming, J. S. Irvin and Senator W. C. Edwards, Ottawa.

CANADA PLATES

Galvanized
Polished
Half Bright

STOCK AND IMPORT

A. C. LESLIE & CO., LIMITED

MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

KLEANOL

METAL WOOD TONIC POLISHES

Represent the highest standard of polishing efficiency.

They are money makers for YOU

A free sample on request.

NOVELTY IMPORT COMPANY
103 Church St.
TORONTO : ONTARIO

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

A revolver that can be discharged in any other way than by pulling the trigger is a mechanical absurdity as well as a constant danger.

The things you can do to an Iver Johnson Safety Automatic Revolver without discharging it would keep you busy all day. The one thing you can't do to it is—fire it in any other way whatever than by pulling the trigger.

Handsome in appearance, made in many styles—like a rifle for accuracy—hard-hitting and speedy—but always safe to handle.

Don't Let YOUR Profits Get Away

The Trade everywhere is making money on Iver Johnson Revolvers because they are good revolvers, absolutely safe revolvers, and widely advertised revolvers. We keep them before the reading public in the big magazines and the sporting papers.

Keep them before your customers, be ready to handle the enquiries we send you, get *your* share of the profits of our combined efforts.

Send for Dealer's Catalogue and give your Jobber an early Order

IVER JOHNSON'S ARMS & CYCLE WORKS

330 RIVER ST., FITCHBURG, MASS.

Pacific oast Branch: Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

NEW GLAZIER'S DIAMOND.

A new pattern in glaziers' diamonds has been put on the market by H. Shaw & Son, of London, England. With the old pattern diamond the great trouble or drawback is that only experts can use it with any degree of accuracy, consequently a large amount of glass is continually being wasted by unskilled hands. The new pattern, the Infallible glaziers' diamond, can be used by anyone. The flat surface and roller steadies the diamond, and makes it just the tool for inexperienced cutters. The user cannot go wrong, and a clean cut is bound to result. Godfrey S. Pelton & Son, St.

New Glazier's Diamond.

Nicholas building, Montreal, are the selling agents for Canada.

CANADIAN-MEXICAN TRADE.

During the period of depression Canada was the only country on the list to show an increased trade with Mexico in both imports and exports, the amount of increase being: Imports from Canada, $95,000; exports to Canada, $48,000. These figures are per Mexican official returns. The actual amounts, however, in the case of Canada, are considerably greater as Canadian imports, coming via the United States, are usually credited to that country and exports to Canada direct are frequently credited to Great Britain, as they are carried in boats flying the British flag. This is not a matter of conjecture but of positive knowledge. For instance the total value of exports to Canada, per official returns, for the period under discussion, is $109,390, whereas the figures for sisal shipments alone, from the port of Progreso direct to Halifax and Montreal, show a monthly value of nearly the above amount. For the calendar year 1908 the total sisal shipments to Canada direct amounted to 51,818 bales of an average value of $20 per bale, or an average monthly value of $86,363. In support of the statement made in the opening sentence the following figures are submitted: In March of this year the total imports show an increase over March, 1908, of $119,000, and exports an increase of $950,000. In April there is a slight falling off again in imports, but of only $875,000, while exports show an increase of $1,815,000. Canada's share of increase during these two months was: Imports from Canada, March $15,000, April $115,000; exports to Canada, March $34,000, April $38,500.

HARDWARE LETTER BOX

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Aluminum Sign Letters.—A. R. Terry, West Monkton, Ont., asks where he can purchase aluminum sign letters.

J. E. Richardson & Co., 18 Victoria Street, Toronto.—Editor.

HARDWARE PATENTS.

The following is a list of patents relating to hardware, issued by the Canadian Patent Office, on August 24, 1909, and furnished by Fetherstonhaugh & Co., 5 Elgin Street, Ottawa:

120091. E. W. & W. H. Roberts. Detroit. Valves, Roberts Brass Mfg. Co.

120092. E. A. Thiem, Minneapolis. Grease cups, Winkley Co.

120093. A. A. Bowser, Fort Wayne, Ind. Bung faucets, S. F. Bowser Co., Incorporated.

120112. L. L. Anthes, Toronto. Gravity molding machines.

120113. G. S. Barker, London, Eng. Bakers' ovens.

120115. L. R. Balken, Chicago. Bait holders.

120125. F. H. Chase, Chicago. Earth augers.

120129. J. P. Crane, Springfield, Mass. Sliver cans.

120132. M. Dubinsky, Philadelphia. Pattern formers.

120150. P. F. Louy, Seattle. Wire stretchers.

120187. J. Wilty, Myers Falls, Wash. Chain tighteners.

120190. L. Wirtz, Bilston, Stafford, Eng. Clutches.

CATALOGUES WANTED.

W. T. Walker, who recently sold his hardware business at Cobalt to John Bailes & Son, Oshawa, has purchased the general store business of E. Hunt, of Steveston, B.C., and desires to receive catalogues from hardware manufacturers and jobbers.

James Wright & Son, Glencoe, whose store was destroyed in the recent conflagration in that town, lost their entire file of hardware catalogues, are asking jobbers and manufacturers to favor them with new sets.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Gurney-Oxford Heating Lines—A strikingly attractive cover in brown and gold encloses "Stove Catalogue No. 64" of The Gurney Foundry Co., Toronto. The interior is quite as attractive, making the book one worth saving. Apart from its attractiveness, however, is the useful information contained in the catalogue, dealing as it does with everything manufactured by Gurneys for heating and cooking. There are descriptions and illustrations of a great number of steel and cast iron ranges and cook stoves; heating stoves for coal and wood; laundry and tailors' heaters; street car stoves and tank heaters; warm air, hot water and steam furnaces and boilers; radiators and gas stoves, and a great many hotel goods, such as broilers, toasters, bake ovens, plate warmers, carving tables, coffee urns, besides innumerable patented attachments for stoves, chimneys and furnaces. Each of these articles is explained in detail. The book is one of the most complete stove catalogues published and is being circulated with the desire to help the retail sale of Gurney stoves. The company is spending thousands of dollars in making the "Gurney-Oxford" trade mark the best known stove business emblem in Canada.

Electric Fittings.—The Canadian General Electric Co., Toronto, are issuing some advertising matter in blotter and pamphlet form, drawing attention to some new lines made and handled by them. There is the "K" type condulet with Hubbell plug receptacle adapted for portable desk lights, fans, heating devices, etc., or any place where it is desired to use a detachable plug receptacle. Then there is the tungsten lamps recently described in the columns of Hardware and Metal; and there are the new T. & B. fittings for flexible steel conduits and armored conductors; for new cable boxes and new floor boxes, as well as for rigid conduits.

Port Arthur will give a site for the armory if the Government guarantees to erect a $100,000 building.

Smith Bros. & Wilson, Regina, have been awarded the contract for the erection of over forty station houses between Winnipeg and Edmonton. The majority of these will cost in the vicinity of $5,000.

A permit has been granted to the Winnipeg Electric Railway for the erection of car barns and a sub-station. The building will be of brick material with a concrete foundation and will cost $15,000 Other building permits there have been issued as follows:—Wm. Dixon, house, $1,800; J. Williams, house, $2,090; A. Moxam, house, $1,400; L. Jackson, four dwellings, $4,000.

The Retail Paint Trade

A CONTINUOUS CAMPAIGN.

That dealers generally realize the advantages of a strong fall paint campaign is becoming more and more apparent. At the recent excursion of the Ontario Retail Hardware Association, to Montreal, several members stated that they were engaged on a strong fall campaign, and that if those merchants who had hitherto neglected making any efforts to promote trade at this time of the year, would only start to work, they would be surprised at the amount of business that could be done.

From time to time we have pointed out that it is absurd to imagine that the only time for a strong campaign is in the spring, as if that period of the year was the only occasion in which painting could be done. As a matter of fact the demand for paint in one form or another is not confined to any particular season, for when it is impossible to do out of door work there are many specialties on the market that are wanted inside the house, and in the depth of winter, when time is not so pressing, the opportunity is given to make improvements that otherwise would be neglected. We mention this to show that all the year round there is a field for the hardware merchant to push his paint department, and the man who slackens off at different periods because he imagines that the dull season has arrived, is not only losing great business chances, but he is discounting the efforts made when he did believe that the time was ripe.

Although we have spoken of a spring campaign, and of fall campaign, and so on, there should be really no distinction of this kind. The dealer should have but one campaign, and that a continuous one. The only difference should be that his talking points should vary with the seasons. The foundation for the use of paint, however, never varies. It is as solid as rock. What the merchant has to enforce upon his customers is the fact that paint is indispensable at all times, and that the question of seasons does not enter at all. It is easy to see that by letting up in his paint campaign, at different periods the merchant loses a great deal of force. A property owner may be impressed with the dealer's arguments during the spring, but at the time may be prevented from doing anything in the matter. Later on when the opportunity is more ripe the silence of the merchant induces a forgetfulness, and the chance slips by, not only for the property owner to improve his house or barn, as the case may be, but for the merchant to make a sale. A paint campaign to be entirely successful should be continued all the year round, although at different periods the merchant should extend on those lines and preach those arguments which will have the most effect at that time.

"What is it good for, anyway?—this

Floorglaze

One dealer, his business sense touched by our salesman's arguments, sprung that question the other day. It was so easy to answer him, and to prove the answer, that he placed a neat little order. So would you, once you realized that Floorglaze is:

Ten beautiful shades of this quick-drying, low-priced, well-advertised ALL-purpose enamel—the most elastic, wear-resisting, waterproof enamel made.

Good to build up a solid and lasting trade with housekeepers (and they'd buy other things from you once you got them into the store.)

Good to make a foundation for a profitable business in all manner of good paints, varnishes, and the things that go with them.

Good to advertise your store as a store—because our heavy advertising directs buyers to your place—and, more, Floorglaze reflects credit on you because it really backs up every statement made for it.

Send for sample can (FREE), color card and special Fall offer. Address:

IMPERIAL VARNISH & COLOR CO., Ltd., TORONTO

Ready stocks of all our lightning-selling, advertised leaders at Vancouver, 542 Beatty Street, and Winnipeg, 108 Princess Street

Barbed Wire

We are pleased to be able to announce that we are now making Galvanized Barbed Wire and Plain Galvanized Wire.

In keeping with our general policy, we are manufacturing these new lines from the best material that can be obtained under conditions which guarantee successful results.

THE MONTREAL ROLLING MILLS CO.

PAINT AND OIL MARKETS

TORONTO.

Sept 10.- Very little in the shape of new business is being done this week. The Exhibition has brought to town a large number of hardwaremen and paint buyers, but the orders are not so numerous as was expected by jobbers. The tone of trade, however, is good, and the outlook is excellent. The movement at present is quite satisfactory, the demand being steady for all lines.

Prices are unchanged, but with the advancing season and increasing demand they will, of course, stiffen, if not advance. Especially is this true of turpentine, which is almost sure to reach a much higher figure. Glass, too, is bound to go up, for Belgium makers have already quoted a price 7 or 8 per cent. higher than present prices. Rosins are held high for the better qualities owing to a better demand for fine grades from varnish makers than for some other years. It is stated that to the present time the receipts at Savannah are 25.000 barrels less than last year to the present time.

TURPENTINE—The turpentine market is still firm at Savannah. The situation is that at the two most important points in the south the turpentine received this far this year is 55,000 casks less than last year and the factors who supply the producers with their stocks state that the increase will be very marked after this month owing to the smallness of the scrapings from the trees which will be apparent in October and November. Local prices remain unchanged from last week. Single barrels are at 80 cents a gallon; 2 to 4 barrels, 79 cents, and 5 gallon lots 85 cents. One house is still offering turpentine 2 cents below these figures. Trading is somewhat slow.

LINSEED OIL—The linseed oil market is very firm in England, the price being advanced for Calcutta seed from 1s to 2s per quarter in the past week. Here prices remain stationery at 64½c and 67½c for raw and boiled respectively in barrel lots.

WHITE LEAD. — No. 1 is $5.50 to $5.75; pure white runs from $5.90 to $6.10, and a superior grade at $6.35. A good movement is noted this week, so far somewhat in advance of last year. In red lead there is noted an improvement. The market is steady with prices unchanged. Casks are at $4.50, and 100-lb. lots $4.75 to $4.80.

GLASS AND PUTTY—There is likely to be an advance in glass prices later on. Belgium makers have raised the prices to importers between 7 and 8 per cent., which will affect all fall importations, and undoubtedly all glass prices during the winter. Just now glass holds firm at the old figures. Putty is steady with good sales at unchanged prices. Casks of bulk putty are quoted at $1.75; 100-lb. drums, $2; bladders in barrels, $2.15, and cases, $2.25.

STAINS AND VARNISHES—These lines are expected to show some improvement next week. At present all lines are rather at a standstill owing to travelers being in the city meeting customers visiting the Fair.

PETROLEUM—Good steady business is being done in all lines. Gasoline is at 16½c and benzine at 15½c. Prime white coal oil is 13½c, water white 15½c, and Pratt's astral, 17½c.

MONTREAL.

September 10.—Trade has been slightly broken up owing to the interruption of Labor Day, but the volume of orders has been very satisfactory. Manufacturers and jobbers are actively preparing for a strong fall demand, and supplies generally are in good shape. Dealers report that the demand is showing much improvement, and altogether an optimistic undercurrent prevails.

In contrast with many weeks past, no changes are reported in the markets. For the time being turpentine is steady, and linseed holds at last week's figures. Putty is still showing great activity.

TURPENTINE—The advance noticed last week still holds good. Whether the market advances any more remains to be seen, but there is apparently little likelihood of any recession in prices as the market will be "fed" by the turpentine holders in such quantities as will insure firm quotations for some time. We continue to quote 78c for single barrels, net 30 days.

LINSEED OIL—Some good orders have been placed for this staple line, but no speculation exists. Dealers are buying as they want the oil. It is anticipated that steadiness will prevail in the markets for some weeks. We continue to quote: 1 to 4 barrels, in one delivery, raw, 64½c per gal.; boiled, 67½c per gal., net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD—The turnover is reported good in ground white lead, some very satisfactory orders being received. Stocks are in fair shape, and a great fall business is anticipated. The market is firm, and unchanged. We quote: Strictly pure, $5.60 to $6.10, according to quality, and No. 1, $5.10 to $5.60, f.o.b., Montreal.

RED LEAD—This market is characterized by very great steadiness. Orders are coming in well and in increasing bulk. Some heavy autumn shipments are on their way in anticipation of a coming good demand. There is no change in prices, and we quote: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; less quantities at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

WHITE ZINC—In sympathy with ground white lead, white zinc is very strong in tone. Some heavy sales are reported and we quote: Dry V. M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¼c.

WHEN HE ASKS FOR THE BEST

there is only one white lead you can sell a man —that's

BRANDRAM'S B. B. GENUINE WHITE LEAD

If he is a practical painter, he knows that Brandram's B.B. Genuine is finest, whitest, and has more body than any other White Lead in the world. No other equals it in covering capacity and durability.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

Satisfaction is the ideal

kept in view in the preparation of each and every tin of

Moore's House Colours

These colours hold the same position among the innumerable varieties of house paints as MURESCO holds in wall finishes, and that position is *first.* You cannot fail to please your customers if you handle Moore's exclusively.

Send for List and Colour Card.

Benjamin Moore & Co., Limited

West Toronto, Canada

NEW YORK CHICAGO CLEVELAND

Lacqueret! What is it?

Lacqueret is neither a paint, varnish nor enamel, but a transparent Lacquer, at whose touch the oldest and dingiest furniture or woodwork seem to get a new lease of life.

FALL HOUSECLEANING is just about on and if you will only tell your customers about Lacqueret, you will be certain of a specially large sale for it just now. The hundred and one uses for Lacqueret about the house have caused a big demand for it, which we trust you will take advantage of. Write us to-day re our Dealer-Helper-Selling Plan.

International Varnish Co., Limited

TORONTO

Makers of Fine Varnishes — Branch of Standard Varnish Works

New York Chicago London Berlin Brussels

PUTTY—Putty has shown very great strength. It is fortunate that grinders have plenty of stocks as the demand is exceedingly active. The market is naturally firm in these circumstances, and we quote: Standard putty, 800 lbs., in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs., in barrels, $2.15; in 100-lb. cases, $2.25; in 25-lb. tins, $2.15; 12½-lb. tins, $2.35, f.o.b., Montreal.

TURPENTINE IN INDIA.

Turpentine in India is derived from the chir, or long-leaf pine, which resembles the American long-leaf pine, from which the main supply of turpentine of the world is derived and which is rapidly disappearing. This tree occurs in different parts of the Himalayas at elevations of from 3,500 to 7,000 feet. It is worked in several localities, but most at Bohwali, near Naini Tal, in the United Provinces. Here the Government has been tapping and distilling since 1900. The work of tapping is well organized, and the distillery is fitted up with most of the modern improvements. From 1 maund (82 pounds) of crude resin 1½ gallons of turpentine is obtained, and fifty-three pounds of resin. This yields a profit of $1.30 per maund. It takes about 7 trees to produce a maund in a year, thus giving a profit of 19 cents per tree per annum. This comprises everything except interest on the capital. In the Bohwali region there are more than 300,000 trees available.

The government is now trying to sell out, because its policy has always been to encourage a new industry by undertaking it itself and demonstrating that it is profitable, then stepping out and giving it over to private enterprise, because it wants every industry in the hands of private individuals as far as possible.

Here, then, is an opportunity to buy up an industry already developed, the profit of which has been clearly proven, and one which is bound to increase in value and size, because it has only just passed the experimental stage; and they are still tapping much more slowly and conservatively than there is any need for. The thing could probably be bought out very cheaply from the government and would prove a good investment for anyone with experience in the American turpentine forests. Labor is also very cheap and the climate extremely healthy and invigorating.

THE FAULT OF THE MERCHANT.

When a store is unkempt and neglected, looks slovenly and out of order, the fault usually is with the proprietor. The clerks are not doing their duty, but the proprietor is not setting them an example. The "boss" is something more than the owner, he is the leader from whom all the employees take their "cue." As he acts so all will act more or less, and it is up to him to set the pace and insist on everybody following it. If he is really tidy he will not tolerate an untidy person around him.

A good employer will not ask a clerk to do what he himself would not do if occasion required it. A story is told of Gen. Joe Wheeler that one night at Santiago, Cuba, after a hard day's march it was necessary to throw up earthworks. The soldiers rebelled—said they were too tired to do the work. General Wheeler seized a spade and pick and began the work with his own hands. Soon the entire regiment was at it, abashed by the example of their commander, and the breastworks were quickly completed. They knew that General Wheeler was able to make good his "bluff." Sometimes it is desirable to work a game of bluff when windows must be cleaned, floors scrubbed, stock put in order, customers treated courteously, etc., but woe to the storekeeper who cannot do well all these little tasks that he expects his clerks to do well, for they will soon find him out and slight their work.

The "morale" of a store is quite as important as a well-selected stock. Keep the standard of excellence in neatness, promptness honesty, fair dealing, courtesy as high as possible.—Paint, Oil and Drug Review.

SOME PAINT SAYINGS.

Paint is like a dog—abuse ruins it. Treat it kindly and it is your faithful slave.

The time to cure a case of peeling is before the paint is applied.

Haste in "getting the job finished" is paid for, with interest, in "making good" the failure.

Good paint on a bad surface is likened unto a house builded upon the sand.

When you sow thisle-down you don't expect to reap sugar cane. When you use paint imporperly you shouldn't expect good results.

Paint that will not peel when it ought to peel is not fit to paint with.

Moisture under the paint is a thousand times worse than moisture in the paint.

Paint is not whitewash and you must not expect it to prove satisfactory as paint if you treat it like whitewash.

Moisture is to paint what cocaine is to man—it destroys moral fibre.

"An ounce of prevention is worth a pound of cure"—cure the faulty conditions and the paint will need no cure.

NOTES.

R. J. Hovenden has a contract to paint Osgoode Hall, Toronto.

"In the spring of the year" says a recent Ottawa Government report, "many Newfoundland vessels put into St. Pierre harbor for repairs, and there is a certain demand for paint, which for some years was supplied almost entirely by American houses. But a Canadian firm of paint and varnish manufacturers has again found it worth while to send a representative to St. Pierre, where orders are often to be obtained for supplies of this article."

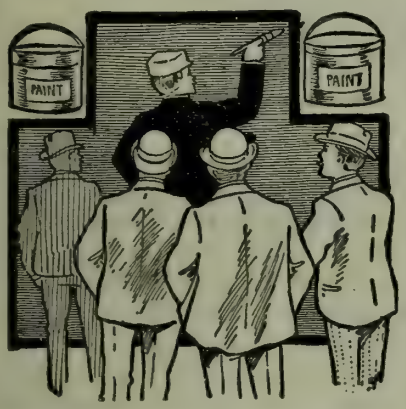
THE CANADA PAINT Co.'S
No. 1 BLACK JAPAN

This Black Japan is air drying. A popular Japan, being a great preventive of rust and corrosion. For covering iron and metal work it is largely used. It dries with a good gloss and wears well.

The contents of package, when not in use must be carefully corked or sealed, to prevent evaporation, Keep from excessive cold or heat. Do not expose to the sun's rays in window. For **Japans** and Varnishes for every class of work see the Canada Paint Co.'s catalogue.

THE CANADA PAINT CO. LIMITED
MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG

ABOUT WHITE LEAD



When you have trouble with those other leads you have been buying turn again to the popular favorite,

RAMSAY'S EXTERIOR WHITE LEAD

When we first introduced this lead many others tried to follow and imitate, but they have all fallen away and left Ramsay's Exterior in control.

Do you know that in Ramsay's Exterior you get a lead that is better and whiter than any.

STRICTLY PURE WHITE LEAD

We have a booklet to send you that will prove it, and that means money to you.

Enquire about

Ramsay's Exterior Lead

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 — The Paint Makers

There is no Experiment Selling New Era House Paint

It is so well advertised, known and used that dealers who do not handle it, soon realize they are neglecting their own interest as well as that of their customers.

NEW ERA PAINT will hold its color better, last much longer, give a better finish, cover more surface and withstand the weather better than many higher priced brands. New Era is perfectly pure and is sold at a moderate price.

Write for New Catalogue and Trade Discounts.

Standard Paint and Varnish Company Limited

Windsor, Ontario

Finest of English White Lead

Exhaustive tests recently made of Cookson's English Genuine White Lead in Oil in comparison with the other leading English makes show Cookson's in point of color, opacity and covering power, very much superior.

In covering power alone Cookson's is fully 15% better than its nearest competitor—This means an actual cash saving of 15% in the cost price.

We import Cookson's in large shipments direct from Newcastle-on-Tyne, and can supply you at very low prices.

The James Robertson Co., Limited

Grinders of Pure White Lead, Manufacturers of Paints, Oils, etc.

267 King St. West, - - - Toronto

THE DOUGALL VARNISH CO., LTD.

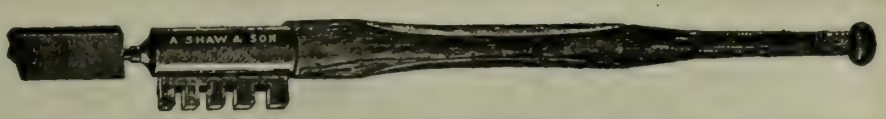
Successors to

McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENTS

Godfrey S. Pelton & Son, 203 St. Nicholas Building, Montreal

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf

THE STANDARD CANADIAN

COW TIE

(NIAGARA PATTERN)

MADE ONLY BY THE

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS, ONTARIO.

When the BEST costs no more, Can YOU afford to give your Customers an inferior Cow Tie?

Compare the "NIAGARA" Cow tie with others. It is 10 to 20% stronger, it has EIGHT ADJUSTMENT LINKS — others have four — making it unnecessary for the dealer to carry so many sizes.

EVERY LINK formed on the principle of the SQUARE KNOT making the STRONGEST CHAIN EVER PRODUCED

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS, ONT.

Axoline Axoline Axoline

WONDERFUL! WONDERFUL! WONDERFUL!

AXOLINE is the most wonderful Metal Cleaner in the world.

It is easy to say that.

LET US PROVE IT.

IT IS 75 PER CENT. CHEAPER than any other METAL Cleaner and yet it will make MONEY for you.

IT EXCELS FOR BRASS. It sells readily to the big buildings such as Banks, Public institutions, Railways, etc. ***In Brass alone it would prove a seller.***

But it cleans COPPER, NICKEL, PEWTER, TINPLATE and other METAL WARES.

It costs little and you can sell it on sight.

WRITE TO-DAY FOR THE AGENCY

Send ten cents for generous sample and mention this ad

THE ANGLO-FRENCH IMPORTING COMPANY

232 LEMOINE ST. :: MONTREAL

What is it That Brings Buyers Back

SATISFACTION is the surest foundation on which the dealer can build a permanent paint business. The satisfied customer not only comes back himself, but he sends his friends. Satisfaction begets friendship, and friendship is a priceless asset in business. **QUALITY** is the corner-stone in the foundation. Price is a matter of secondary consideration with the customer whose trade is worth working for. It is the buyer who comes back, again and again —the regular customer — that makes business profitable. If you want to double your paint business — if you want your customers to **"get the habit"** of trading at your store year after year—you **must** sell them the paint that will bring them back.

MARTIN-SENOUR PAINT

100% PURE

has the **quality** that **satisfies** the most exacting customer, because it meets fully the most exacting demands. The dealer who handles **Martin-Senour Paints** can count on his customers coming back. We send you plenty of advertising matter to help you in making the first sales — the Paint makes future sales almost a matter of merely handing out the goods and taking in the money for them—that's the testimony of a lot of the best dealers in Canada. The way for you to prove this is to get the **Martin-Senour Line** for your town and let it help you build the foundation of "greater satisfaction" under your business.

Write today for definite details.

THE MARTIN-SENOUR CO., Limited

Pioneers Pure Paint

MONTREAL - CHICAGO

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd.
HALIFAX, N. S.

Island City Aluminum and Gold Paints

BRILLIANT AND LASTING

SALEABLE AND PROFITABLE LINES

PUT UP IN PACKAGES OF ALL SIZES

THE SEASON FOR TOUCHING UP RADIATORS, PIPES, ETC., IS AT HAND

ORDER NOW

P. D. DODS & CO. Limited

AGENCIES

The Western Paint Co. - Winnipeg, Man.
J. H. Morin & Co. - - Toronto, Ont.
The Capital Paint & Oil Co. - Ottawa, Ont.

HEAD OFFICES AND WORKS
MONTREAL

STEAMBOATS

The first officially recognized steamboat was the Robert Fulton, but who would think of using the Robert Fulton to-day if she was in commission, with the Mauretania and Kronprinzessin Cecille available? We are the only ones in the Mauretania class.

The U.S. Government may have granted copyrights to the Lampblack Manufacturers years ago, but they have not only granted the Bear makers copyrights on their Germantown labels, but they USE the Bear Lampblack.

U.S. GOVERNMENT COPYRIGHT No. 40462
CANADIAN GOVERNMENT COPYRIGHT No. 56

Look for the BEAR on the label if you want Real Lampblack

Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

135 WILLIAM STREET : : : NEW YORK CITY

E. FIELDING, Toronto Agent

Turn Your Losses Into Profits

Cut 6—Under the Floor Outfit.

Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5446. Write to-day.

S. F. Bowser & Co., Limited

66-68 Fraser Ave. - TORONTO

If you have an old Bowser and Want a new one, write for our liberal exchange offer.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the centr l market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

BUSINESS CHANCES.

HARDWARE STORE TO LET in best business section of Montreal; rent $100 per month; the store is equipped with up-to-date hardware fixtures, which will be sold at a bargain, either with or without store. Apply Box 730, HARDWARE AND METAL, Montreal.

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, plumbing and tinsmithing. Stock $10,000. Geo. L. Lander & Co., Oshawa, Ontario. (40)

FOR SALE—General hardware business for sale at once. Stock $4000. Well situated in the north of Montreal. Apply, P.O. Box 144, Nomininque, Quebec. (38)

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

FOR SALE—Hardware, stove and tinsmith business, good village, County Middlesex; stock $3,000; snap. Box 888, HARDWARE AND METAL; Toronto. (37)

FOR SALE—Hardware, tinware and furniture business for sale; stock about $5,000; doing a good business and in a good locality. Box 885, HARDWARE AND METAL, Toronto. (37)

HARDWARE BUSINESS FOR SALE—Good live town, population 5,000; stock $6,500; only one opposition. Box 890, HARDWARE AND METAL, Toronto. (38)

OLD ESTABLISHED HARDWARE STORE and tinware business for sale, located in splendid farming and dairy district. Carrying stock between $7,000 and $9,000. Would sell workshop separate. Would accept low price for immediate sale. Box 872, HARDWARE AND METAL, Toronto. (tf)

SITUATIONS WANTED

AS TRAVELER for shelf or heavy hardware, stoves or plumbing supplies, thorough salesman, with first class connection with all the best retailers in the above lines north and east of Toronto; best of references; manufacturer preferred. Address Box 884, HARDWARE AND METAL, Toronto. (37)

FIRST-CLASS builders' or general hardware man open for engagement. Fourteen years experience. Address Box 883, HARDWARE AND METAL, Toronto. (37)

MISCELLANEOUS

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF YOU ARE A GOOD SALESMAN and can furnish satisfactory references we can place an attractive proposition before you whereby you can build up a permanent income. Give full particulars of experience and how you are now employed. Enclose references. Box 319, HARDWARE AND METAL, Toronto

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

PEERLESS CARBON PAPERS and TYPEWRITER RIBBONS are unequalled in writing, manifolding and wearing qualities. Our "Klear Kopy" Carbon was awarded a contract over 43 competing lines by one of the world's largest governments. All up-to date dealers in stationery, typewriters and office supplies handle our goods. Ask them or write us direct for prices and samples. Peerless Carbon & Ribbon Manufacturing Co., Toronto, Canada. (tf)

SHOW CASES AND STORE FIXTURES for every business. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept 10 Front St. East, Toronto.

TAYLOR-FORBES COMPANY LIMITED, Head Office, Works and Foundries, Guelph. Largest manufacturers of hardware in Canada. (tf)

WE HAVE eight rebuilt Visible Oliver Typewriters for sale. The price is $30 each, and at that figure they are a bargain and should not be on the market long. Monthly payments can be arranged if desired. The Monarch Typewriter Company, Ltd., 98 King St. W., Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

MISCELLANEOUS

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

THOUSANDS OF DOLLARS go astray in the mails every year. You should therefore insure against a possible loss by sending your remittances by Dominion Express Company Money Orders and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge. The Dominion Express Company also transfers money by telegraph and cable, and buys and sells Foreign Money. If you want to send money to any part of the world the Dominion Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (tf)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

WANTED—Travelers in each Province of the Dominion, calling on the hardware and furniture trades, to sell Allwin Folding Go-Carts. "The largest, most complete and attractive line on the market." Liberal commission. Address, Sidway Mercantile Co., London, Ont., stating concerns already represented. (37)

ARTICLES WANTED

WANTED—Tinsmith's foot shears and folder; give particulars. Box 886, HARDWARE AND METAL, Toronto. (37)

TECHNICAL BOOKS

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto.,

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

CORNICE MAKER—Good cornice maker wanted at once, also young man with few years tinsmithing experience, to learn cornice making. Good metal ceiling erector also wanted. State wages required, and full particulars. Metal Shingle & Siding Co., Ltd., Preston, Ontario. (37)

TRAVELLER, thoroughly experienced, to travel in Alberta, Saskatchewan and British Columbia Apply by letter stating age, experience and salary expected to Box 889 HARDWARE & METAL, Toronto. (37)

WANTED—An experienced Canadian retail hardware man for Ontario to act as head clerk, must be good salesman, stock-keeper and able to get results To a capable man a good salary will be paid. State age, experience, and firms worked for in first letter. All applications treated confidentially. Apply to Box 887, HARDWARE AND METAL, Toronto. (37)

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions inside.

Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES ?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to you too

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

SEYMOUR SHEARS

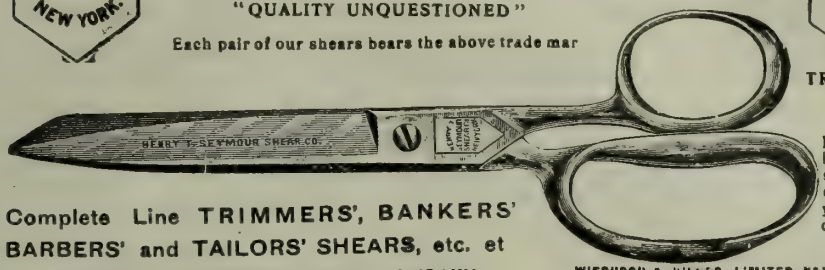
have been the Standard for over seventy year

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mar

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. et

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS' SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.

NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agents:

JOHN FORMAN, 644 Craig Street MONTREAL.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER . . . ONTARIO

A WARM HOUSE in winter is a COOL HOUSE in summer

This IDEAL can be achieved by using OUR BUILDING PAPERS and ROOFING.
It saves MONEY and gives COMFORT at the same time BRINGING BUSINESS to the Dealer.
We make these lines to suit the Canadian climate. These are the Brands—

BLACK DIAMOND Tarred Felt **JOLIETTE and CYCLONE, also 2 and 3-Ply Sheathing.**

We also sell wrapping papers of all descriptions.

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ....per lb....	0 08¼
Hallett's	0 08¼

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.........	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal Extra, 12c. per lb,; No 1. 19c,; 2, 8c.; 3 7c; Langwell's special anti-friction metal, 15c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb......	0 22
Tubing, iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

COPPER.

		Per 100 lb.
Casting ingot...........	14 50	14 60
Cut lengths, round, bars, ½ to 2 in...		21 00
Plain sheets, 14 oz.................		21 00
Plain, 16 oz,, 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base...............		26 00
Braziers' (in sheets). 4x8 base		20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60

Galvanized—	Dom.Crown.	Ordinary
18x24x52	4 45	4 35
60................	4 70	4 60
20x28x80	8 90	8 70
.....	9 40	9 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square...	5 58
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20....	3 70	3 50	3 65	....
22-24....	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	[illegible]
28......	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. .... " 28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		19 25
Middlesboro, No. 3 pig iron..	16 75	20 25
Summerlee, No. 2 " ..	19 00	20 00
Carron No. 1	20 50	....
Carron ,special......	19 50	....
Carron, soft................	19 00	....
Cleveland, No. 1	17 50	20 75
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron........	32 00	32 50
Ferro Nickel pig iron (Soo)....	....	25 00
Angles...................base	2 60	2 60
Common bar, per 100 lb......	1 85	1 95
Forged iron	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel............	1 85	2 05
Sleigh shoe steel.............	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel......	0 15	0 15
Toe calk steel................	2 35	2 50
Mining cast steel....	0 07½	0 08
High speed..................	0 60	0 60
Capital tool steel............	0 50	....
Cammell Laird..................		0 16
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel.............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $33 00 32 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C,14 x 20 base	$6 00
IX, 14x20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base..........	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 6 75
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge, case lots	25	7 50
" " 26 "		8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 45	3 60
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, 1c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks....................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 70

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass....	0 10	0 09½
" yellow brass	0 08	0 08½
Light brass................	0 06½	0 06½
Tea lead..........	0 02½	0 02½
Heavy lead................	0 02¾	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap,No.1	14 50	14 00
Stove plate................	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers....	0 07½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick - Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c; Jenkin disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I. B. B. M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N. P. Union elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " " ...... "	1 65
No 7 Fuller " " .... "	2 00
No. 4½, " .... "	2 00
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each................	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

OILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC

Bathtubs, 5 feet 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30 $7 85
Flat rim sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.
Low down closet combinations, $14.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Size	Galvanized
¼ inch........	2 03	¼ inch........	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 16	¾ "	4 31
1 "	4 54	1 "	6 19
1¼ "	6 19	1¼ "	8 44
1½ "	7 43	1½ "	10 13
2 "	9 90	2 "	13 50
2½ "	15 81	2½ "	21 56
3 "	20 76	3 "	28 31
3½ "	26 13	3½ "	35 63
4 "	29 70	4 "	40 5[illegible]

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb...... 4 50 4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping........................	0 18½	0 18½

PAINTS, OILS AND GLASS

[illegible]

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked........................	0 05½
Green copperas (green vitrol)........	0 01
Sugar of lead...........	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	[illegible]
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons..........	0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls 1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums.........	0 17½

PIGMENTS.

Orange Mineral, casks	[illegible]
" 100-lb. kegs........	0 09

The Best Seller of Its Class

is the **"Pyramid" Magnetic Razor**

It retails at $2.00 and is a good line to specialize on. For fineness of material, finished appearance and keenness of edge it cannot be surpassed.
Quality is in the goods and so is satisfaction.
LEADING CANADIAN JOBBERS HANDLE IT

Manufactured by

Nixon & Winterbottom, Limited, Sheffield, England

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 16½
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 78 0 80
Linseed Oil, " raw	0 64½ 0 64½
" " boiled	0 67½ 0 67½

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 35
Decorators' Pure	5 85	6 10
No. 1 Canadian	5 50	5 75
Munro's Select Flake White	6 10	6 35
Elephant Genuine	6 10	6 35
Tiger Pure	5 75	5 85
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 75	7 00
"Anchor," pure	5 65	5 90
Ramsay's Pure Lead	5 65	6 00
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		6 00
Robertson's C.P., lead	5 60	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00
No. 1, casks, per 100 lbs	4 00	4 00
No. 1, kegs, per 100 lbs	4 50	4 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" No. 1		0 90
" union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oliolith		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 85
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Cape, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 70	1 75
Belgium	1 80	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood	3 40	
"Iron Clad" cotton	2 10	
Iron Clad" paper	2 15	
wood	2 25	
Fire brick, Scotch, per 1,000	27 00 30 00	
" English	17 00 21 00	
" American, low	23 00 25 00	
" " high	27 50 35 00	
Fire clay (Scotch), net ton	4 95	

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—	
under 12 in. per 100 lb.	4 25
over 12 in. "	3 25

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—	
½ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 50 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 2 lbs	0 95

SASH CORD.

No 12, per lb	0 27

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	0 12

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	16 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit, "	9 60	11 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	4 50	6 85

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 53

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, 7 oz	0 35
Ladies claw, handled, doz	8 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 2

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round 5 inch. per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 12 inch, $5 dozen
Picks, 17 cents per lb.
Pick handles, $1.85 dozen.
Prospectors' hammers, 29 cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

Winning the Buyer's Favor

The best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale.

Winning the buyer's favor is the work of trade-paper advertising. Under ordinary conditions it should not be expected to do more.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz..........	1 15
Ivory, No. 1282, 2 foot, each...........	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 15 per cent

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Canadian discount, 40 p.c.

SCREW DRIVERS.

Sargent's ....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft, each....	0 94
" steel, No. 264, 66 ft., each ...	3 15
Chesterman's linen, No 1822 66 ft. ea.	1 10
" Metallic No. 1821	1 95
" Steel, No. 1810, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith........................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	50
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail..............		4 25
Crown		4 85
Crescent.......................		6 50
Sovereign......................		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen......................	2 25
Defiance, dozen.......................	2 75
Gem dozen..............................	7 50

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross	....	9 00
" " ½ " .... "	....	10 00
" " ⅝ " .... "	....	12 00
Leather, 1-inch ......per doz.	....	4 00
Leather, 1¼ " ...... "	....	5 20
Web.................. "	....	2 45

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31
Niagara Spray Nozzles, doz	8 30

Less 5 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net

WHIFFLETREES

Tubular steel whiffletrees, 28 in......	0 70
" " neckyokes, 36 in.....	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in ..	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..............	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11¾
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½
Buckworth, per lb......................	0 10½

VISES.

Wright's.......................	....	0 13½
Berg's, per lb...............	....	0 12½
Brook's.......................	....	0 12½
Pipe Vise, Hinge, No. 1......	....	3 50
" " " No. 2......	....	5 50
Saw Vise	4 50	5 00
Buckworth, per lb	....	0 12

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....................	60
Bolt Ends.......................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list......	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4¾c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4 85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3 65; ¾ in., $3.60; ⅞ in., $3 45; 1 in. $3 40

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

FARRIER KNIVES

Buckworth, 50 p.c.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunk steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6 00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d..........................	3 80	3 25
3d..........................	2 85	2 95
4 and 5d..................	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $2 85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c.
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 5 00
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent

SPORTING GOODS.

CARTRIDGES

"Dominion Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

GAME TRAPS (steel)

Newhouse, 30 per cent.
Hawley & Norton, 45 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 60 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring, 40c.
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's..........................	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and
Hutton's "Cross Arrow" flatware, 42½
"Singalese" and "Alaska" Nevada ver flatware, 42 p.c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40 pruning, 70.
Seymour's, 50 and 10 per cent.

CLAUSS FETLOCK SHEARS

Hand forged from finest steel and welded on a perfect steel forging. Positively guaranteed and if not satisfactory, exchangeable.

MERCHANTS, WRITE FOR CATALOGUE WITH TRADE DISCOUNT.

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : . : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	...	0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 10c in package	6 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast....per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00
Japanning, 50c. per doz. extra.	
Prism globes, per doz., $1.20.	

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent
Coppered oilers, 60 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE

Dufferin pattern pails, 5 per cent.
Flaring Pattern, 60 per cent.
Galvanized washtubs, 45 per cent.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 5 and 10

STOVE BOARDS

Lithographed, 60 and 10

OIL STOVES AND OVENS

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50
Nestable, discount 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz.	1 22
7-inch "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p c.	

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p r cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½

RAT AND MOUSE TRAPS

Out O' Sight Mouse Traps, per doz	0 60
" " Rat Traps, per dozen	1 20
Easy Set Mouse, per dozen	0 45
" " Rat, per dozen	0 95
Blizzard Mouse Traps, per dozen	0 45
" Rat Traps, per dozen	0 95
Hold-Fast (formerly Devil) Mouse Traps, per dozen	0 25
Hold-Fast (formerly Devil) Rat Traps, per dozen	0 80
5-Hole Tin Chokers, per dozen	0 80

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.50; No 11, $3 9 ; No. 12 and 13, $4; No. 13½ $4.10; No. 14 $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other length 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars, f.o.b., Montreal.

COPPER AND BRASS WIRE.

Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.

$2.25 base f.o.b., Montreal.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lb., Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2 25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85
F.O.B. Montreal.		

Galvanized barb, f.o.b. Montreal $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50
Coopers', 45 per cent.	
Poultry netting staples, 55 per cent.	
Bright spear point, 75 per cent.	

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style..........per doz.	8 10

WASHING MACHINES.

New Ontario	41 25
Round, re acting per doz.	72 75
Square " "	77 60
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	166 00
Connor, improved	48 75
Ottawa	61 25
Connor Ball Bearing	108 75
Conner Gearless Motor Washer	172 50
20 per cent.	

WRINGERS.

Royal Canadian, 11 in., doz	42 25
Improved Royal Canadian, 11 in	44 75
Eze 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge 3 year, 11 in	45 75
Ottawa, 3 year, 11 in	52 00
Favorite 5 year, 1 in	53 00
20 per cent.	

MISCELLANEOUS

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cen
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 09
Pure Manilla		0 11
"British" Manilla		0 09½
Cotton, 3-16 inch and larger	0 21	0 22
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 08½
" double		0 09
Sisal bed cord, 48 feet........per doz.		0 65
" " 60 feet "		0 80
" " 72 feet "		0 95

Twine.

Bag, Russian twine, per lb.	....	27
Wrapping, cotton, 3-ply	....	0 25
" 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11¼
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	2 02
" under 40 lb., "		....	4 00
200 lb. and over		....	20 00

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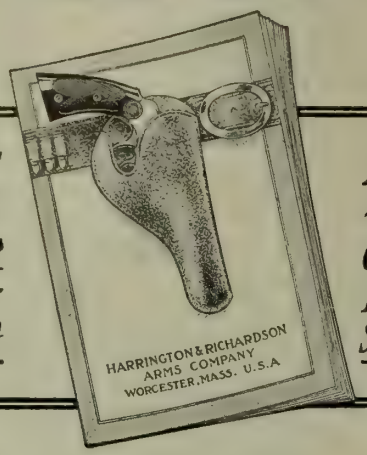

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Think what this means to every dealer who handles Harrington & Richardson guns and revolvers—to have the complete line together with valuable fire arms information, placed before the public—your customers in their own homes.

Your Store

is the place we want to guide those interested. Keep your line complete.

If you have not already received a copy of our new catalog, send for one to-day. Please remember also that we will send you prepaid a sufficient number to distribute to your own customers if you desire.

WRITE US TO-DAY

Harrington & Richardson Arms Co.
615 Park Ave., Worcester, Mass.

It is to Your Advantage to Carry a Stock of

Machine Screws

Ours is the largest and most complete in Canada and you get prompt delivery by ordering to-day from your jobber. We have had the trade for a third of a century and you can't afford to be without the recognized **Standard** goods. Special sizes made up promptly. All dealers who "know" specify our goods.

We also make: Wire—Bright, Coppered and Tinned, Wood Screws, Stove and Tire Bolts, Rivets in Iron, Copper and Brass, Fence Staples, Wire Nails, Tacks, Bright Wire Goods, etc.

Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

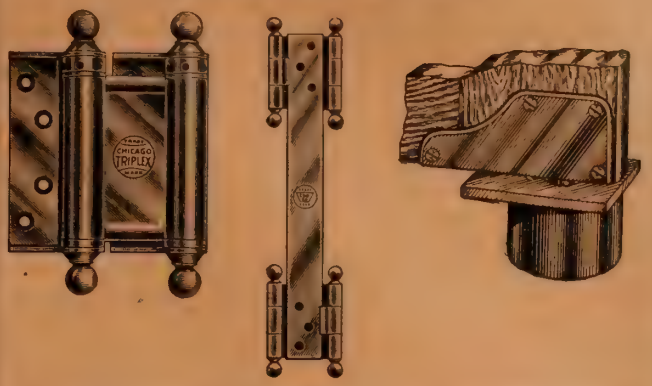
THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

TRADE CSB CO MARK

Chicago Spring Butt Company.

CHICAGO NEW YORK

Send for Catalogue M 26

How Are You Off For Locks?

We have a full range of rim and mortise locks, and of inside, front and store door sets. Restock your shelves with our goods. They are just what you want and never fail to satisfy.

Cylinder Night Latch, No. 103.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868. TRADE MARK. Inc. 1895.

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G. & H. Barnett Co.

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Twelve TRADE MARK. Medals

Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

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EKERT PROCESS

TRADE RADIUM MARK

PAT. IN CANADA 1907

VALVE DISCS

Nothing to equal them has ever been made

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Winnipeg Calgary Vancouver

FROM STOCK or to IMPORT

SHEET ZINC

ZINC SPELTER

INGOT TIN

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BAR and SHEET COPPER

We can quote you attractive prices.
Send us your enquiries.

B. & S. H. THOMPSON & CO., LTD.

381-383 St. Paul Street,

MONTREAL, P. Q.

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TRADE MARK DELTA

DELTA FILE WORKS

CARVER FILE CO.

PHILADELPHIA, PA.

An independent organization not connected with the trust in any form, shape or manner.

FILES OF QUALITY

FILES

The Highest Grade File Made
The File You Will Eventually Buy

BE FILE Particular

AND USE

DELTA FILES

THERE IS A REASON

Absolutely Crucible Steel Used; Highest Grade of Skilled Labor Employed; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

CARVER FILE COMPANY **DELTA FILE WORKS** Philadelphia, Pa., U.S.A.

AN INDEPENDENT ORGANIZATION NOT CONNECTED WITH THE TRUST IN ANY FORM, SHAPE OR MANNER.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

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Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXI. PUBLICATION OFFICE: TORONTO, SEPTEMBER 4, 1909 NO. 36

E. M. DICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale By Leading Wholesale Houses.

"Fleur

De Lis"

WORKS WELL and WEARS WELL

Only surpassed by the extra coating of "QUEEN'S HEAD."

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

Keep Your Eyes Open

FOR ACCESSORIES TO THE FALL STOVE TRADE.

THE 1909

STOVE-PIPE

DIAMOND

DAMPER

is in universal demand. It is of Canadian manufacture, and has an all-metal stem.

Can easily be inserted in any stove-pipe. A profitable and quick-selling line.

Taylor-Forbes Co., Limited
HEAD OFFICE AND WORKS
Guelph - Ontario

TAYLOR-FORBES CO., Limited 122 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St, ST. JOHN, N.B.
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS' AGENCY, London, England.

Don't Wait for Something to Turn Up. Try a "WANT AD."

NO COMPETITION

The Razor to Sell is

The

AutoStrop SAFETY RAZOR

BECAUSE

IT has no competitor.

IT is the only self-stropping razor in existence.

IT is always sharp and every shave is as good as the first.

IT is convenient, nothing taken apart to strop or clean.

IT is the most economical to use, being the only razor that does not involve continual expense for new blades.

Use the razor yourself so that you will be able to demonstrate it to your customers.

You will be satisfied with its service and sale and your customer will be satisfied with his purchase.

Your stock is incomplete without the ***AutoStrop.***

STANDARD SET

WRITE us or your Jobber for Sample and Trade Terms

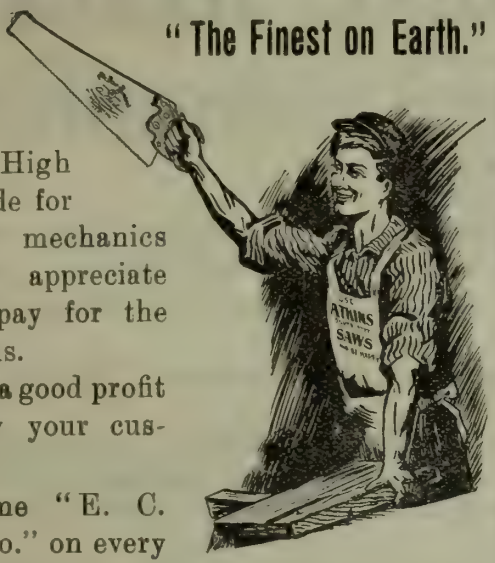
The AutoStrop Safety Razor Co., Ltd

14 St. Helen Street, Montreal

ATKINS SAWS

Made in Canada.

"The Finest on Earth."



Strictly High Grade. Made for the best- mechanics who want, appreciate and will pay for the Finest Tools.
They bring a good profit and satisfy your customer.

The name "E. C. Atkins & Co." on every blade.

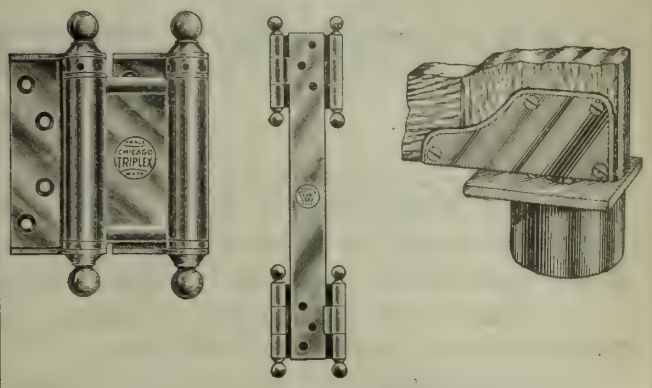
E. C. ATKINS & CO., Ltd.

Hamilton, - Ont.

Home Office and Factory, Indianapolis, Indiana, U.S.A.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

TRADE CSB CO MARK

Chicago Spring Butt Company.

CHICAGO NEW YORK

Send for Catalogue M 26

ICE CREAM FREEZERS THAT SELL

THEY ARE
Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

THEY EXCEL IN
Easy Running
Quick Freezing
Economy
Convenience
Practical Results

"BLIZZARD"

"GEM"

"LIGHTNING"

THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers

SEND FOR CATALOGUES

NORTH BROS. MFG. CO., - Philadelphia, Pa., U.S.A.

Our Big Exhibit of

"METALLIC" BUILDING MATERIAL

at the

CANADIAN NATIONAL EXHIBITION

TORONTO

will be in the Manufacturers' Building. The largest and finest exhibit of Sheet Metal Building Material in Canada. Be sure to see it—it will interest you.

We want to show you how you can increase your business—how "Metallic" is far superior to all other building materials.

Don't fail to note the excellent appearance of the "Eastlake" Metallic Shingle roofs on the Exhibition Buildings.

Our excellent display of Metallic Ceilings and Walls, Cornices, Finials, Skylights, Ventilators, Pressed Zinc Ornaments, Steel Sidings and Lath, Eavetrough, Corrugated Iron, etc., will be of exceptional interest to you. All of the highest quality material and workmanship.

These are the goods it pays to handle; the goods which guarantee permanent, satisfied customers.

Manufacturers,

The Metallic Roofing Co. Limited
TORONTO & WINNIPEG

1817

It's an "Enterprise"

Say this and the sale is made.

No explanations, no apologies needed.

All experienced housekeepers know the "Enterprise."

We are educating all the inexperienced ones to ask for

"Enterprise" Food Choppers

All you need for big sales is a big stock. Our great campaign of advertising in magazines and agricultural publications featuring our Meat and Food Choppers, etc., will help you. "Enterprise" signs and a lot of advertising attractive to housekeepers and home makers, free to dealers upon request.

Have you our catalog handy?

The Enterprise Mfg. Co. of Pa.

Philadelphia, U.S.A,

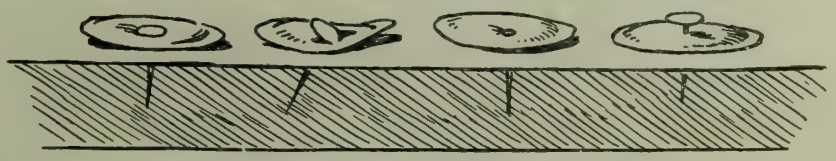
21 Murray St., New York 438 Market St., San Francisco

The Days of the Old Style Roofing Caps are Numbered. Read About

Simplex Roofing Nails

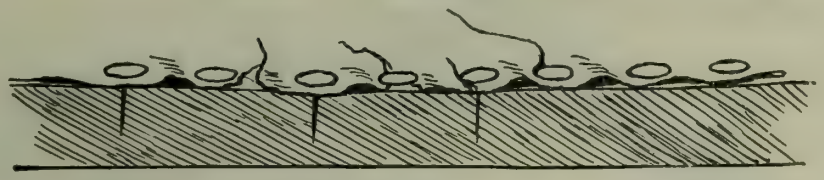
ONE PIECE NOT TWO PIECE

The Cap and Nail Trouble



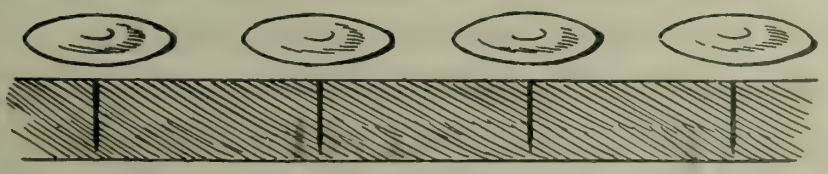
1. It takes time and costs money to assemble caps and nails.
2. The number of caps and nails never match.
3. The holding of caps with one hand and the nails with the other in steep and dangerous places calls for a third hand to hang on with.
4. There is always a chance for a leak when the nail goes through the tin cap.
5. The thin tin caps soon rust through.
6. The thin tin caps curl up when the nail is driven and leave no bearing on the roofing

Small Nail Trouble



1. Four times as many nails to drive to get the same surface under the head.
2. The wind strain causes the roofing to tear away from the head.
3. Briefly, four times the cost of applying the roofing in time and nails

No Trouble—Simplex Roofing Nail



1. The quickest to lay—a money saver.
2. Thick heads resist rusting.
3. Head is curved.
4. Edge will not curl when driven.
5. No leaks around the head.
6. All in one piece.
7. Four tmes head area of a large headed nail.
8. Stems smaller than stem of large headed nail, thus do not split roof boards.

SAMPLES AND PRICE ON APPLICATION

LEWIS BROS., LIMITED

Sole Agents

MONTREAL

Ottawa Toronto Calgary Vancouver

Something New

Single Barrel Shot Gun

Empire State Arms Co.

The **EMPIRE** Single Barrel **AUTOMATIC EJECTOR** Gun
is the **Cheapest** Single Gun on the Market but is as
Good as the Best

A MONEY MAKER
Only a limited quantity to be had. Order early.

"Empire State" Gun has top lever, choke bored for nitro or black powder, case hardened frame, centre rebounding hammer, pistol grip stock, fancy rubber butt plate, finished in good style. 12 gauge only. 30 or 32 inch

We have the largest assortment of High Grade Shot Guns in the trade.

Should you not stock expensive guns, when you have an inquiry write us. We will be pleased to quote and give full particulars.

See our General Catalogue which shows a large assortment of other grades that you may select from. Ask our travellers to show you sample.

LET US QUOTE YOU PRICES.

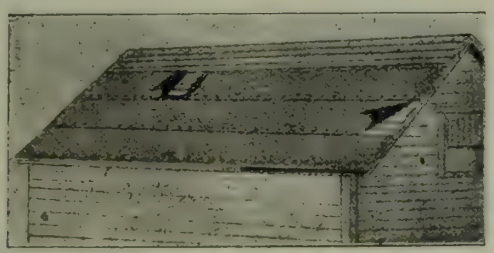
FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

"Samson" Roofing

Something we know to be genuinely good and safe for dealers to thoroughly recommend. The demand for a thoroughly reliable quality at the right price encouraged us to make a special feature of "Samson" roofing, which can be used on any kind of building and saves the expense of carpenters, tinners or "roofers" in regard to the laying. It has the advantage of being



—**Water-proof**
—**Storm-proof**
—**Weather-proof**
and
—**Fire Resisting**

and can easily be applied by almost anyone, the only tools needed being a knife and a hammer. Those of our customers who have not yet ordered "Samson" roofing are missing a chance to do big business. It represents genuinely good value and is sold under a guarantee of absolute satisfaction. Once people get to know what it is, you should have no difficulty in controlling the Roofing trade of your section.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware
TORONTO

OUR PRICES ARE RIGHT — WE SHIP PROMPTLY

GRAHAM NAILS ARE THE BEST

DISSTON

SAWS, TOOLS AND FILES

MADE
SOLD
USED **On Merit**

AND THE CONFIDENCE PLACED IN THE QUALITY AND EFFICIENCY OF THE

DISSTON BRAND

SHALL BE AS WELL-DESERVED IN THE FUTURE AS IT HAS BEEN DURING THE PAST

SIXTY-NINE YEARS

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works PHILADELPHIA, PA.

CANADIAN WORKS: 112 Adelaide St. East, Toronto, Canada

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

There must be

GENUINE MERIT

in any brand of goods that *holds its place in the market* for years. The

KEYSTONE BRAND BRUSHES and BROOMS

have not only held their place but have risen to the very top, as shown by the rapid and steady increase in demand for these goods.

Manufactured by

STEVENS-HEPNER CO.
LIMITED

PORT ELGIN, - ONTARIO

Get a **STANDARD** Horizontal **BRADLEY STENCIL MACHINE** and you will have a Machine **BUILT FOR HARD USAGE,** Rapid and **EASY** to **OPERATE.**

HAMILTON STAMP & STENCIL WORKS, Ltd.

SOLE AGENTS FOR CANADA

HAMILTON, - ONTARIO

No. 460B - Indestructible Metal Case; can be used without injury on wet sinks; retails for $5.00

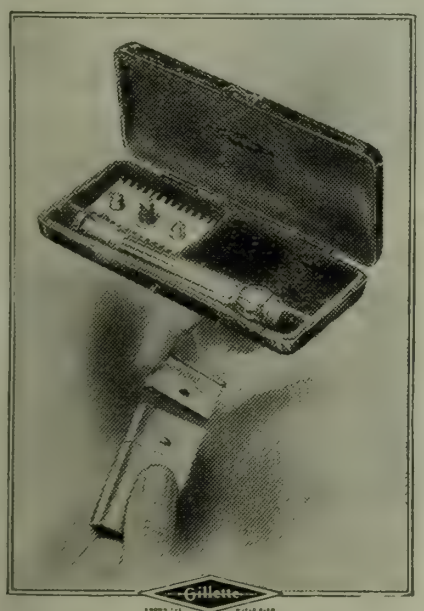
These Beat Them All

New Gillette Safety Razors

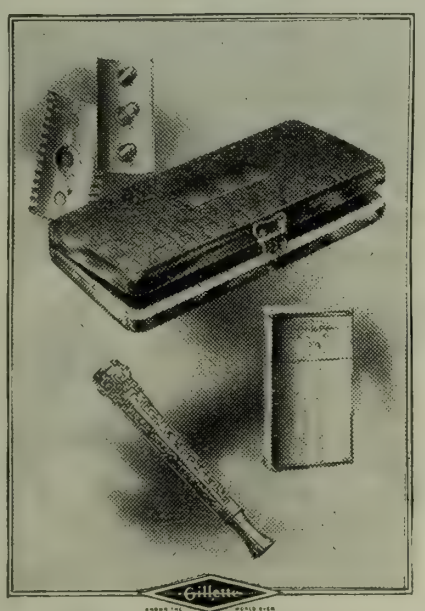
Triple Silver Plated and Finished in the best style of jewellers' art. Fitted with Antiseptic Antirust Gillette New Process Blades, which will stand every test, being carefully tried and inspected individually before leaving the factory. Each razor can be adjusted for close shaving. No skill required to use or assemble them.

NEW POCKET EDITION

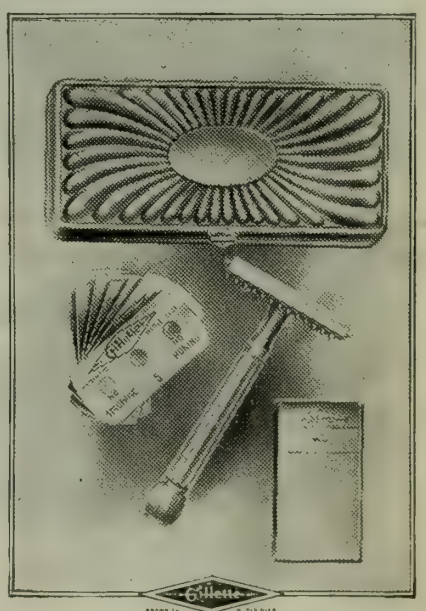
WILL FIT VEST POCKET



Style No 500—Retails for $5.00



Style No. 501—Retails for $5.00



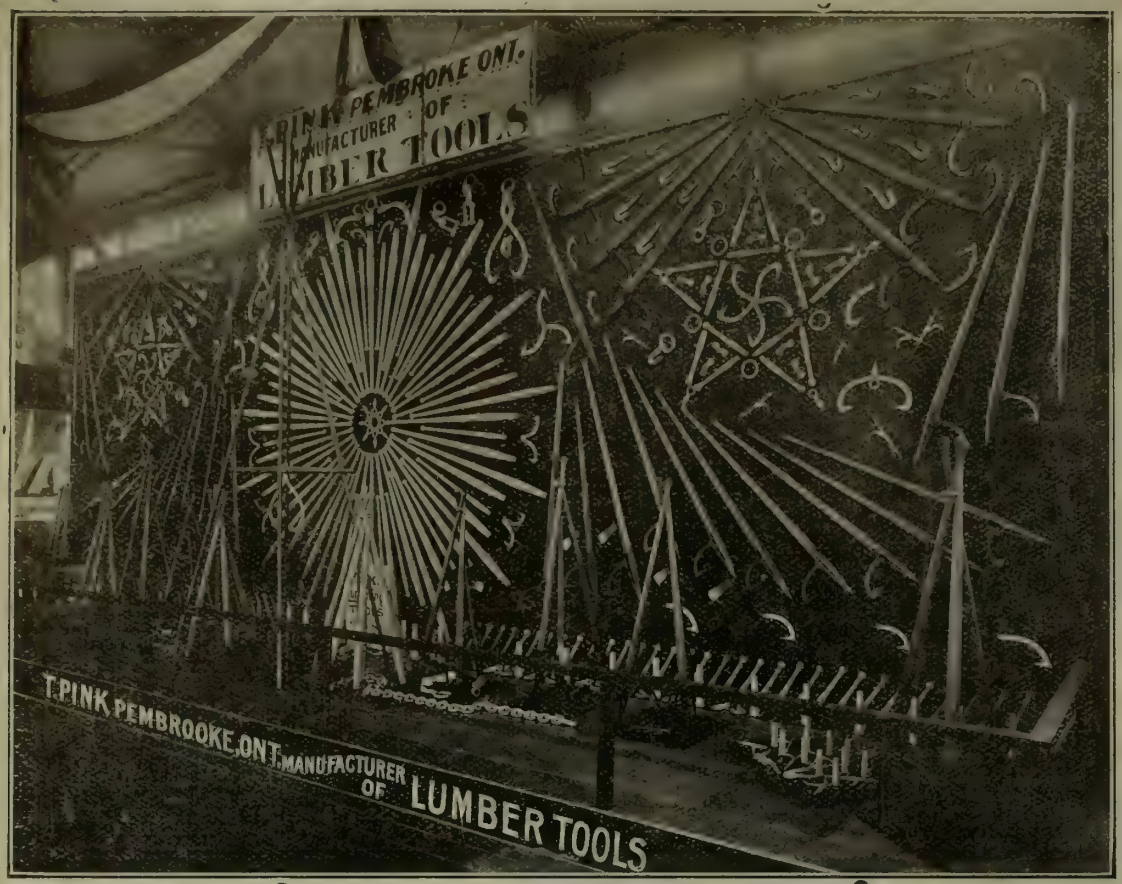
Style No. 502—Retails for $5.00

Advertise your store as a distributing centre for good goods by selling Gillette Safety Razors instead of wasting time talking up cheap substitutes. Enthusiastic users are curing their friends of the barber habit everywhere—the demand is great.

ORDER TO-DAY THROUGH

Caverhill Learmont & Co

Montreal and Winnipeg



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

METALS

Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Simonds' "Crescent Ground" Cross-Cut Saws

The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**

"He is well paid that is satisfied."

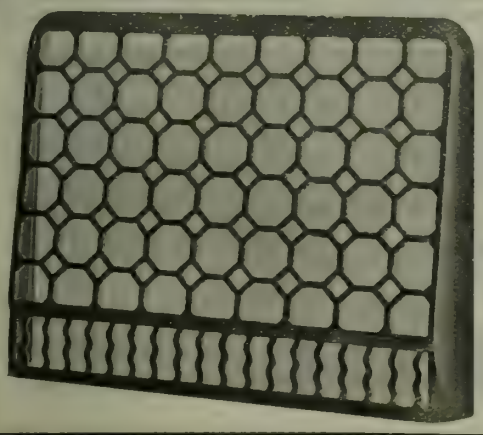
The giving of satisfaction is, of course, the primary aim of every retailer, and the hardwareman has solved this difficult problem when he handles exclusively the

BRUSHES, BROOMS AND WOODENWARE

OF

Thomas Bryan, Limited, London, Canada

*Western Representatives :—**WINNIPEG PAINT and GLASS CO., Ltd., Winnipeg, Calgary and Edmonton***



A Constant Satisfaction

¶ The accompanying cut illustrates a new, attractive and artistically designed *Cold Air Inlet*, which matches our sidewall register. The

"DOMINION"
COLD AIR INLET

gives constant satisfaction, and is made in three sizes, of japanned black, electro-plated, oxidised copper and nickel-plated

We await your request for quotations

Manufactured by **A. Welch & Son** *TORONTO Ont.*

H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY Co.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. Office: CHICAGO, ILL

Crescent Brand

Registered

IMPORTANT ANNOUNCEMENT

There is a gradual rise taking place in the value of all commodities.

Deliveries of raw material are not so prompt as they have been.

Good buyers seem to have come to the conclusion that it is good business to anticipate their wants some time into the future.

Authorties have recently expressed their opinion that the balance of this year and next year will be the busiest in the history of Canada.

Only a short time ago it was necessary for buyers to look ahead and anticipate their wants for six months.

PRICES TO-DAY ARE AT THE BOTTOM

There will be a wonderful revival in most all lines of business — none more so than in Steel and Iron Hardware.

We have backed up our belief in an increasing business by building large additions to our plant, installing modern machinery, making large purchases of raw material, and recommend that our **customers buy promptly and liberally** to insure prompt delivery when the rush season opens.

Of course you will want the best; so order Hinges, Butts, Plated Butts, Brackets, etc., etc., from us.

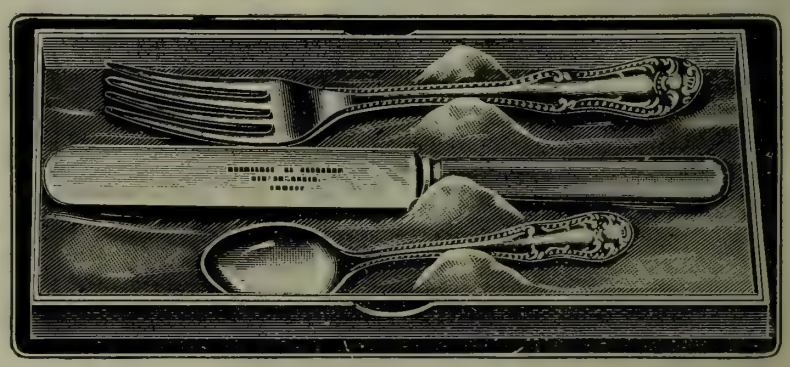
Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, ONTARIO

SEE HERE!

Is not this the very thing you want—a dainty set for the little ones.

The three pieces are in neat, satin-lined box—all heavily plated with pure silver, making them very durable. Send for details.



The McGlashan, Clark Co., Ltd.

Niagara Falls, Canada

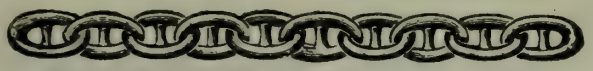
AGENTS: J. MACKAY ROSE, 88 McGill Street; Montreal, Que, N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

LOCKERBY & McCOMB, MONTREAL

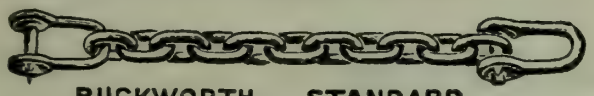
Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

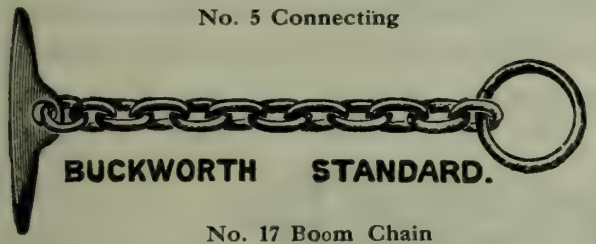
When ordering chains give the No. of pattern and length over all on cut chains



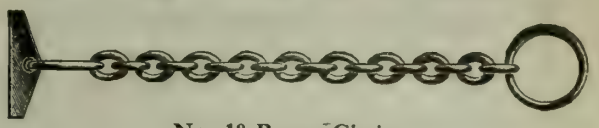
No. 3 Stud Link



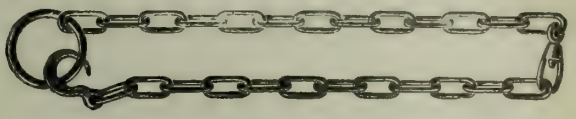
No. 5 Connecting



No. 17 Boom Chain

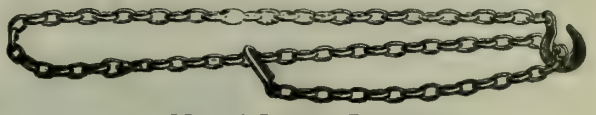


No. 18 Boom Chain



No. 7 Log or Ox

No. 9 Log or Binding



No. 10 Log or Binding

"BUCKWORTH" Chains are made by experienced workmen from carefully selected material. All Chains are tested by hydraulic machinery, thereby making them absolutely safe to a standard test.

Made in Proof Coil, "B" "BB" "BBB"; Dredge or Crane, Pulley-block, Close and Stud Link, Timbering, Boom and Rafting, Railroad and special Switch and Safety Chains. Also any Chains required made to drawings.

WRITE FOR CATALOGUE and PRICES

DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.

OUR NEW CATALOGUE

No. 71

TRADE MARK

Is just off the Press.

TRADE MARK

It lists our complete line and if you have not received a copy write for one to-day.

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

There's money in it for you.

Money for ***you,*** Mr. Hardwareman, in our proposition that you should act as agent for us in the disposal of our high-class Structural Steel. It is right in your line---you probably have all the local contractors on your books already. Stir yourself, and find what their requirements in this line are. We will do all the quoting for you, and assist you all we can. ***There's money in it for you.***

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

Stop the Leaks

The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

A STRONG AND EXCLUSIVE FEATURE OF THE

Dillon Hinge Stay Fence

is that the stays cannot be broken down, the hinge relieving any strain on the strand wires. In a straight stay fence the laterals are always being broken by the weather, ice, snow and animals. No fractured wires in this fence. It will stand any test or abuse because the strain is on the hinges only.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Metal Side Walls

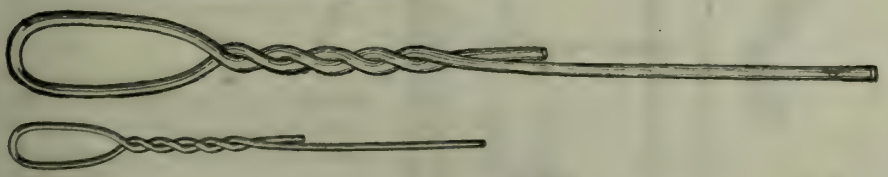
Every public building in your town should have metal ceilings and side walls. It is our fault and yours, if they haven't. Let's get after them. Send us the names of people in your town who might be interested in sheet metal interior decorations, and we'll stir them up in your behalf.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

Annealed Hay Baling Wire

supplied in lengths, cut and straightened any size

and



Single Hoop Bale Ties

ALSO

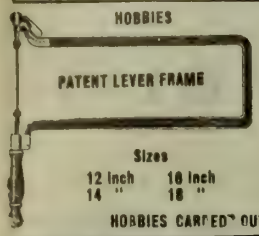
Wire Nails, Wood Screws, Bright Wire Goods

Specify for "Dominion" Goods—Quality Guaranteed

Dominion Wire Manufacturing Co., Ltd., Montreal

HOBBIES TOOLS are "ALL BRITISH"

HOBBIES LIMITED are the only manufacturers of Fretsaw Blades Hand Frames and Fret-cutting Machines in the United Kingdom. Lists and terms will be sent on application.

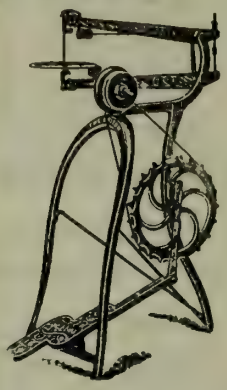


Sizes
12 Inch 18 Inch
14 " 18 "

HOBBIES CARPED OUTFITS

These Outfits are made in many sizes. All tools are attached by steel clips.

HOBBIES FRETSAWS Nine sizes supplied.



BRITON FRETSAW

This is the cheapest Fret-cutting Machine in the world. Many other Fretsaws are manufactured by HOBBIES LIMITED.

HOBBIES LIMITED in response to numerous inquiries have sent their representative, MR. C.R.BLOXAM, to Canada; he hopes to call upon the principal Ironmongers, Hardwaremen and Tool Merchants:—Letters may be addressed to him, c/o. The MacLean Pub. Co; Montreal, Eastern Town'p Bk. Bldg; Toronto, 10 Front St.E; Winnipeg, 511 Union Bk. Bldg.

HOBBIES LIMITED MANUFACTURERS, DEREHAM, ENGLAND

IT COSTS NOTHING

to heat a room with

Wright's Tubular Radiator

Neat and Compact.

Effective and Durable.

The air passes through the tubes, which go through the centre of the drum, and becoming heated in its upward passage, issues from the top in sufficient quantities to heat a room as quickly and effectually as a gas or coal oil heater, and without the least cost for fuel, as the waste heat which would otherwise escape up the chimney and be lost is utilized.

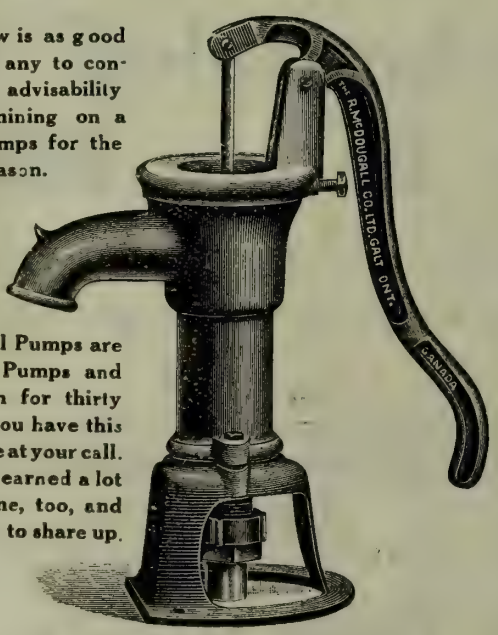
WRIGHT'S TUBULAR RADIATOR

is made in two sizes from a fine grade of polished steel, and either size is fitted with a collar for either 5, 6 or 7 inch pipe. It takes the place of an ordinary length of stove pipe. Each Radiator is carefully papered up and strongly crated.

MANUFACTURED BY

E. T. WRIGHT & CO., HAMILTON, CANADA

About now is as good a time as any to consider the advisability of determining on a line of Pumps for the coming season.



McDougall Pumps are Standard Pumps and have been for thirty years, so you have this experience at your call. We have learned a lot in that time, too, and are willing to share up.

Remember "Aremacdee" is a guarantee

The R. McDOUGALL CO.

LIMITED

Galt, Canada

The AYLMER

Double Cylinder Double Acting Hand

Force Pump

only pump made that has no leather or rubber valves and requires no packing of any kind.

This pump has two individual cylinders working alternately and therefore throws a continuous stream and makes a wonderful hand force pump for all purposes.

All lines of Pumps and Scales always in stock.

Write for Catalogue and Prices.

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - - ONTARIO

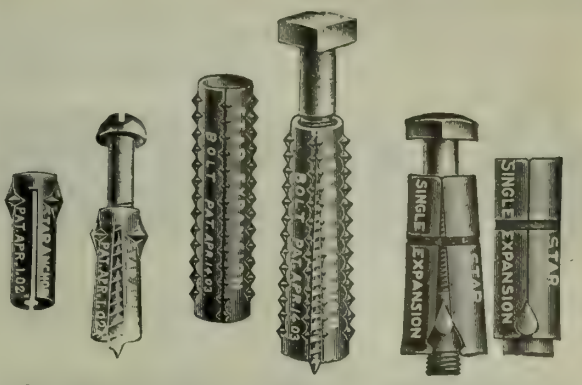
Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

Southam's Shipping Tags

The uniform Standard Stocks used in Southam's Tags — Shipping or Factory Tags — give a high degree of satisfaction.

Manufactured in seven grades of stock from light weight manilla tag to heavy untearable linen. Suitable for all purposes.

SOUTHAM LIMITED
MONTREAL



Star Screw Anchor.
Soft Lead Composition. 18 different sizes. Fit Screws, Nos. 5—24.

Lag or Coach Screw Type.
Either Mal. Iron or Soft Lead Composition. Sizes: ¼-in to 1½-in.

Single Machine Bolt Type
Either Mal. Iron or Brass Sizes range from 3/16 to 2-in. diam.

THREE STANDARD TYPES

Which are mighty popular amongst Contractors, Builders, Electricians, Plumbers, Ironworkers, and such like, are shown above.

Star Expansion Bolts

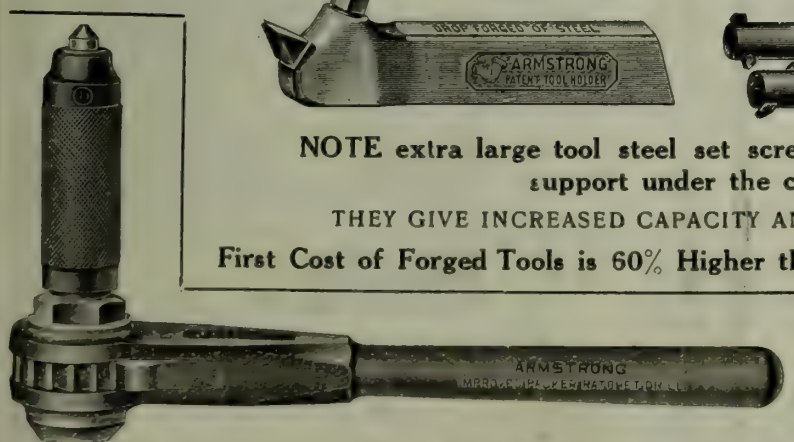
Are the kind you see advertised. They are the kind you read about as being used on the big jobs. They are the kind your trade ask for. They are the kind for you to carry.

Let us send you Samples and Prices.

Star Expansion Bolt Co, 147 Cedar St., NEW YORK.

ARMSTRONG TOOL HOLDERS

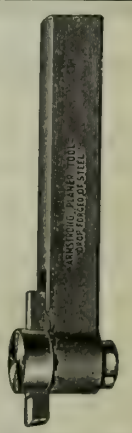
THE WORLD'S STANDARD LATHE AND PLANER TOOLS



NOTE extra large tool steel set screw and REINFORCED support under the cutter.

THEY GIVE INCREASED CAPACITY AND LASTING QUALITY.

First Cost of Forged Tools is 60% Higher than Armstrong Tool Holders.



Planer Tool

This is our new IMPROVED

PACKER RATCHET DRILL

We make the most complete and best line of Ratchets on the market.

Write for special circular and prices.

Do you want our new catalog? It's a Tool Holder Encyclopedia.

Armstrong Bros. Tool Co.

"THE TOOL HOLDER PEOPLE"

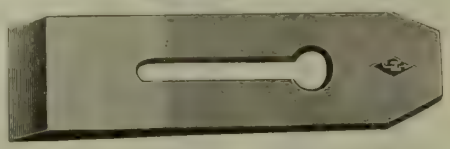
106 N. Francisco Avenue, CHICAGO, U.S.A.

JAMES HOWARTH & SONS, LTD.

Broomspring Works, Bath St., Sheffield

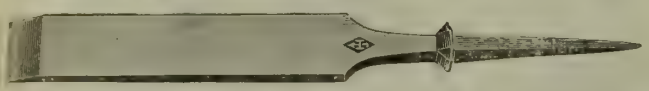
CORPORATE MARK

MANUFACTURERS OF

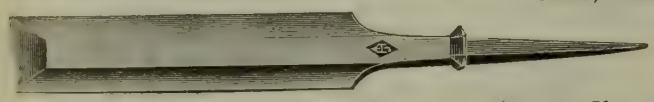


Granted by the Cutlers' Company.

Edge & Joiners' Tools,

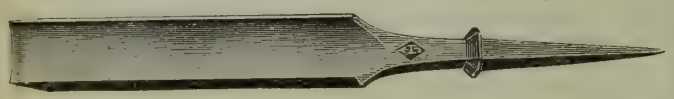


Saws, Files,



Augers, Skates,

Garden

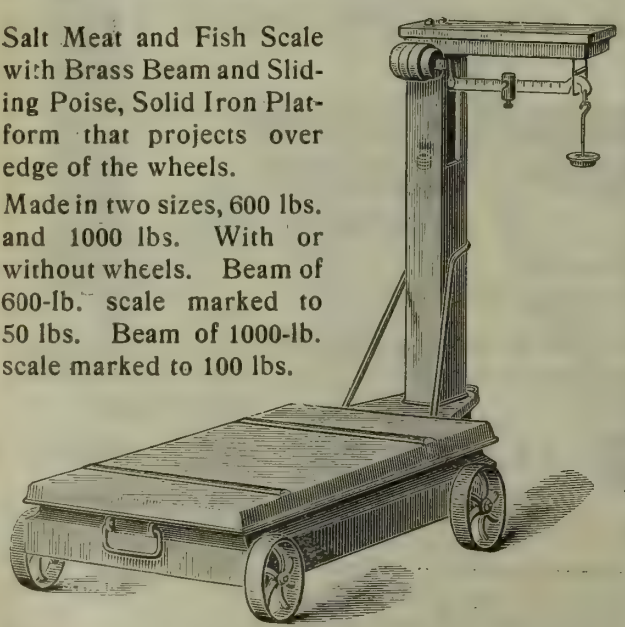


Shears.

Imperial Standard Scales

Salt Meat and Fish Scale with Brass Beam and Sliding Poise, Solid Iron Platform that projects over edge of the wheels.

Made in two sizes, 600 lbs. and 1000 lbs. With or without wheels. Beam of 600-lb. scale marked to 50 lbs. Beam of 1000-lb. scale marked to 100 lbs.



To Prevent Rusting, the Platform and all Iron Work is Japanned, but if preferred we can Galvanize

Made by

The Burrow, Stewart & Milne Co., Ltd.

Hamilton, - Canada

GALVANIZING

HOT

or

Electro

Process

Best

Work

Fair

Charges

Quick

Results

The

Canada Metal Co.

TORONTO LIMITED

WRITE US

NO MORE BROKEN GLOBES

Order by name only "AUTO" GLOBE

A wonderful Globe made to fit all Cold Blast Lanterns

"Auto" Lantern Globe

Each Globe will last a lifetime

FOR FISHERMEN MOTOR BOATS DRIVING MINERS FACTORIES FARMS

Sold by all wholesalers from Halifax to Prince Rupert

Manufactured in Canada by

The SCHULTZ MFG. CO., Limited

HAMILTON, ONT.

Sales Agents, A. H. BRITTAIN & CO., MONTREAL

Tortoise

COMBINATION

HEATING AND COOKING STOVE

WITH LOW OVEN

Quick and perfect bakers. Wherever this line has been introduced the sales have greatly increased. : : : : : : : : : : ;

MADE IN TWO SIZES, Viz., 504 and 505

Particulars and Prices Promptly Furnished Upon Request. : : : : : : : : :

The Jas. Smart Mfg. Co., Ltd.

Winnipeg, Man. Brockville, Ont.

THE RETAILER classes the houses who advertise in his trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.

WATCH FOR THE DIAMOND

PERFECT { THREAD, FIT AND FINISH

DISTINGUISH

DIAMOND BRAND FITTINGS

Wholesale only from

THE OSHAWA STEAM AND GAS FITTINGS CO., Limited

OSHAWA - CANADA

National Exhibition

McCLARY'S

No doubt many customers visiting the

National Exhibition

will be looking for our exhibit.

We are not represented this year, as we feel we can better attend to our customers' interests by devoting our energies in getting out orders already placed.

We shall be pleased to have customers call at our Toronto warehouse, 177 King St., or at London during the

WESTERN FAIR

London Toronto Vancouver St. John, N.B.

McClary's

Montreal Winnipeg Hamilton Calgary

GARNET "GOOD CHEER" RANGES

with 20-inch oven and 4 or 6 hole top

This is the range for farm or city trade

All cast linings.

Duplex grates.

No back grate rest to warp or burn out.

Fireback well ventilated and long lasting.

Key-plate top with lever lift.

Nickel all removable.

Handsome design and best finish.

Works to perfection.

Price right.

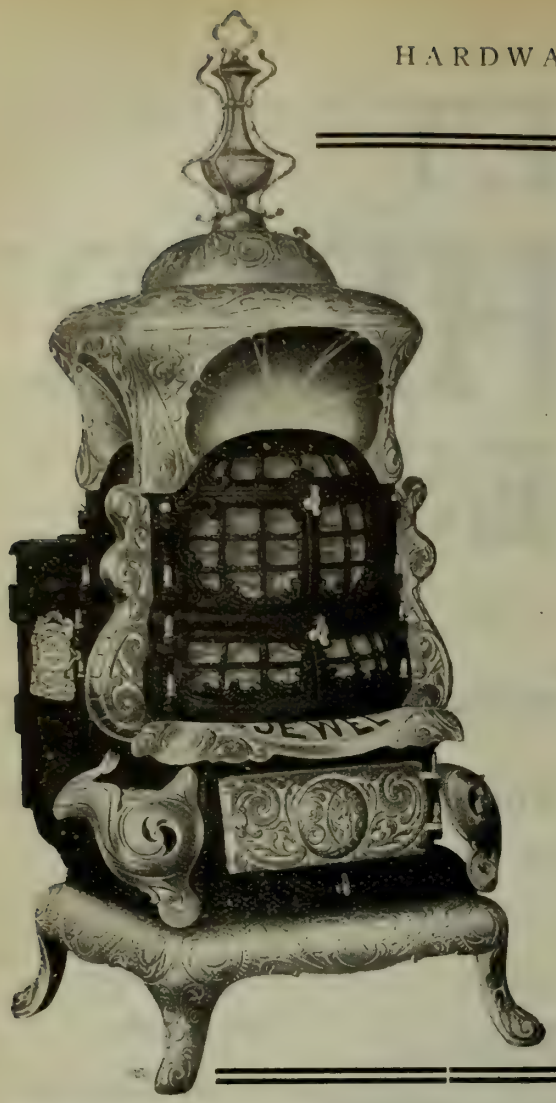
We also have the smaller size (No. 9-18) which has firmly established itself in public favor during the past two years.

Let Us Hear From You

The James Stewart Manufacturing Company, Ltd.

Woodstock, Ontario

Western Warehouse: 132-4 Portage Ave. East, Winnipeg, Manitoba



"JEWEL" STOVES and RANGES

The Ideal Jewel Heater
With Its New 1909 Dress

Dress does not make the man, neither does it make the stove, but it certainly improves the appearance of both man and stove.

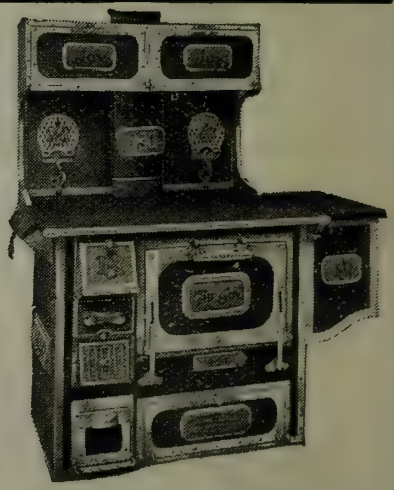
The Ideal Jewel has been on the market for a number of years and proved itself a Perfect Heater in every way. Now, that it has been re-dressed, it is one of the handsomest and most thoroughly reliable heating stoves on the market.

Mr. Stove Dealer—If you expect your full share of the fall trade you must keep your stock up-to-date. The Ideal has every modern improvement known to the stove trade. With or without oven.

Manufactured by

The Burrow, Stewart & Milne Co., LIMITED

Hamilton, Canada



FIVE ESSENTIALS

DESIGN MATERIALS WORKMANSHIP
FINISH DURABILITY
are perfectly met in the

JOY Malleable Range

Let us ship you a liberal consignment of this favorite range from our warerooms at Vancouver, Winnipeg or Toronto. It embodies all known improvements in the range builder's art, and is highly attractive in appearance. Send for price list.

The Canadian Heating & Ventilating Co. LIMITED

OWEN SOUND, ONTARIO

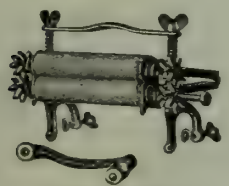
Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C.

Seasonable Goods and Good Sellers at All Seasons

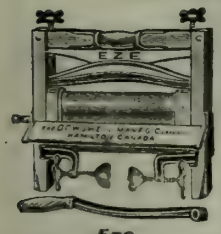
There's a reason why ***Dowswell Wringers*** have held the market for years with constantly increasing sales.
They're better made, better finished, have better rolls and wear longer than other kinds.
Thousands of women know it and go out of their way to get them. DON'T LET THEM GO TO YOUR COMPETITOR.

53 Styles - 4 Sizes

Bench



New Eureka

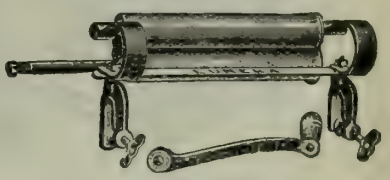


Eze

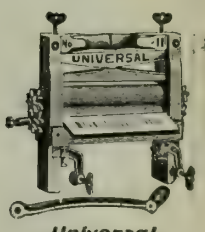
Crest

No other Wringers have a like Selling Record

Royal Canadian



Old Eureka



Universal

The DOWSWELL MFG. CO. Limited

Hamilton, Canada

SEASONABLE LINES

Fig. 395

WATER COOLERS

Nicely Japanned in Fancy Colors
and
Attractively Ornamented.

Nickel Plated Tap.

Made in Six Sizes.

2, 3, 4, 6, 10, 15 galls.

Can also be supplied with
Excellent Carbon Filters
in four sizes only
3, 4, 6, 10 galls.

WATERING POTS

Fig. 397
Japanned in Bright Green and fitted with Patent Rose.
7 Sizes—Quarts: 1, 2, 3, 6, 10, 14, 16.

GALVANIZED
Strong and made to last.
3 Sizes—Quarts: 10, 16, 20.

WRITE FOR PRICES

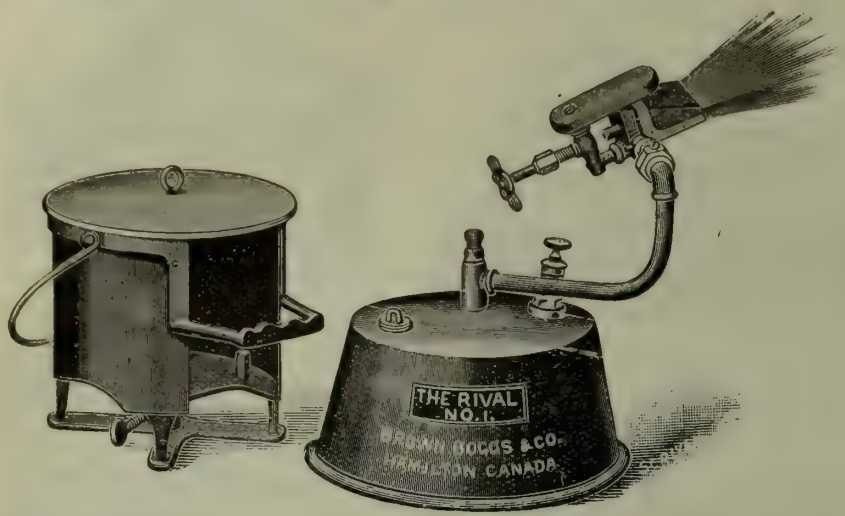
THE THOS. DAVIDSON MANUFACTURING CO. LIMITED

MONTREAL and WINNIPEG

HEAT THOSE IRONS

WITH A B.B. & CO. RIVAL GASOLINE FIREPOT

NONE BETTER
ONE SIMPLER
ONE CHEAPER



IT IS STRONG AND DURABLE—IT CAN BE USED AS A PAINT BURNER

The parts are all interchangeable and can be renewed at small cost

Manufactured by the

BROWN, BOGGS CO., Hamilton, Ont.

LIMITED

TINSMITHS' TOOLS PRESSES and DIES CANNING MACHINERY

A HEARTY WELCOME

¶ *Don't fail to visit the Exhibit of the Gurney Foundry Co., Limited, when you come to the fair. The members of the firm---the travellers, and the staff in general---will be most happy to meet you either at the "Ex." or at the head office, 500 King St. West.*

Let us know when you're in town and we'll certainly see to it that your welcome is truly a hearty one.

TORONTO EXHIBITION
1909

STOVE BUILDING

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

Counter Check Books
"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CHILLED SHOT.

ABBEY IMPROVED CHILLED SHOT COMPANY, LIMITED
Sole Manufacturers of Improved Chilled Shot and Makers of Hard and Patent Shot
Newcastle-on-Tyne
Samples sent on application
Before buying elsewhere send for our prices

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.
BALL BEARINGS
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webster & Hilger, Limited, special New York Representatives 106-110 Lafayette Street

ELECTRIC DRY BATTERIES.

TRADE MARK

NINE LIVES

X CELLS are the only Dry Cells which show NINE LIVES.
You'll make money in handling them. All standard sizes.
Electrical Specialties, Limited
TORONTO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GALVANIZING

GALVANIZING
Write for Prices
THE CANADA METAL CO., LIMITED
TORONTO, ONT.

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

HARDWARE SPECIALTIES

FOOD COOKED PROPERLY
with Hot Live Steam. All the goodness preserved. Cooking in sight all the time. Copper bottom and heavy tin. For use on Gas, Gasoline, Coal, Coal-oil, Charcoal or Wood Stoves.
Prices, etc. from the
COLLINS MFG. CO., TORONTO

FIRE ESCAPES.

HARDWAREMEN
You should get after Fire Escape business in your town. The Government demands fire escapes on all hotels and public buildings. Send us particulars and get our prices.
JAMES & REID - PERTH, ONT.

MANUFACTURERS' AGENTS.

COULSON AND BLAIKIE
Manufacturers' Agents
459 St. Paul Street : : Montreal
We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.
Our connection is with the Wholesale Hardware Trade

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed. Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

MANUFACTURERS' AGENTS

J. M. KAINS & CO.
MANUFACTURERS' AGENT
83 Pender Street W., VANCOUVER, B.C.
Open to represent a first-class Hardware Specialty. Highest References.

METAL PRODUCTS.

Estab. 1880 Bell Tel. East 419
MONTREAL SMELTING AND REFINING WORKS
Geo. Langwell & Son, Montreal, Que., Can.
Smelters and Refiners of all Metal Products
Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.
Get Quotations

NAILS.

JAMES PENDER & CO., Ltd.
ST. JOHN, N.B.
Manufacturers of
Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp } Best in Canada
Horse Nails, Etc.

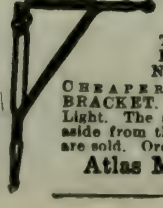
PORTABLE OVENS.

BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
The Warren Mf'g Co., Limited
Toronto, Ont. Phone M. 274

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

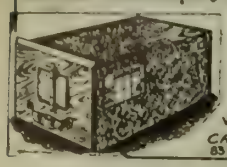
SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

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STEEL TANKS.

Steel Tanks
All Kinds
Stock Tanks
Steel Cheese Vats, Thresher's Tanks, Water Troughs Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.

VENTILATORS.

Ventilators and Chimney Cowls

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed **free.**

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Office and Works
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Canadian Hart Wheels

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Corundum and Emery Wheels, Grinding Machines, Beaver Oil Stones.

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Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand.
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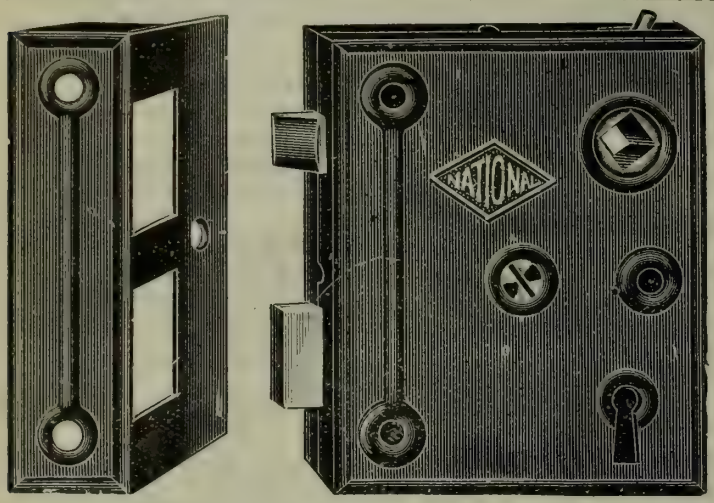
"QUEEN" LOOP SNAP

Strong Durable

No. 900—Another addition to our line.

COVERT MFG. CO., TROY, N.Y., U.S.A.



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Steel Rim Locks

MANUFACTURED IN CANADA

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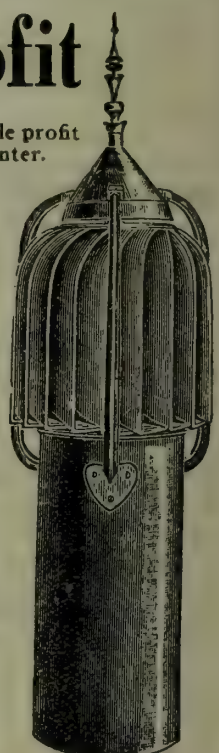
They are noted for their safety, strength and durability.

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter. We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



J. W. Harris Rotary Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

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J. W. Harris Mfg. Co., Ltd.,
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Dear Sirs,--

We have been using several of your "J. W. Harris Rotary Ventilators" for the past five years, and we are glad to say that they work very well and answer to all the purposes for which we have bought them.

They have always given satisfaction.

Yours truly,
H. GODIN, General Manager.
—La Presse

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.
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The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

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PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

Neptune Unrivalled Patent Steel Fencing Wire

will not sag, needs no re-straining after being erected, will not SNAP in weather changes, is better galvanized than any other wire, and it makes a more satisfactory fence in every way.

It stands an easy first for

ECONOMY, STRENGTH and ELASTICITY

The 12½g. and 14g. will save you over 60 per cent. as against Nos. 8 and 10 gauges ordinary wire.

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BLACK JACK

QUICK CLEAN, HANDY

TRY IT.

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case

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of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

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To Secure Good Results
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Tools, Mining Drills, etc.

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Casement Adjusters and Fasteners
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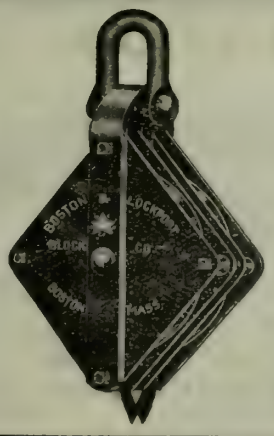

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BLOCKS

ASSURE
BEST — QUALITY
ALL STYLES

FOR MANILA ROPE \ EXTRA HEAVY PATTERNS / FOR WIRE ROPE

On Sale By All Leading Dealers

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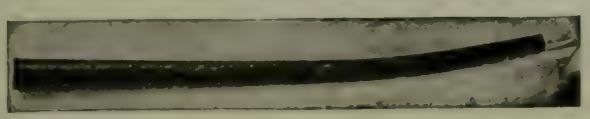
ATTENTION !

The HERCULES reinforced shaft splice is the best adapted and the strongest and simplest for repairing broken shafts on the market.



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THE HERCULES SHAFT-SPLICE CO.
STRATFORD ONTARIO

A Brilliantly Lighted Store

is an invaluable asset for a

HARDWARE ESTABLISHMENT

Why not "kill two birds with one stone" by securing the Local Agency for

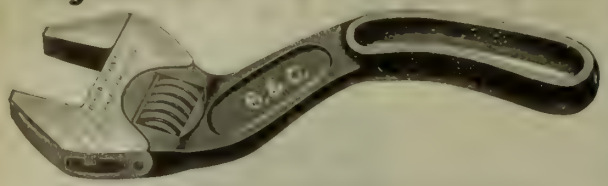
"The Empire Light"

LET US TELL YOU HOW

THE EMPIRE LIGHT CO., LIMITED

16 VICTORIA SQUARE, - MONTREAL

Adjustable "S" Nut Wrench



The most useful tool for working in confined corners and other places where a monkey wrench is next thing to useless. The operating nut is so placed as to be easily adjusted by the thumb of the hand holding the wrench.

Our Catalog will interest you—Send for a copy.

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Springfield, Mass., U.S.A.

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Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

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cannot be excelled.

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ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

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Power Appliances of All Kinds

Complete Power Plants
Steam, Gas or Electric

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

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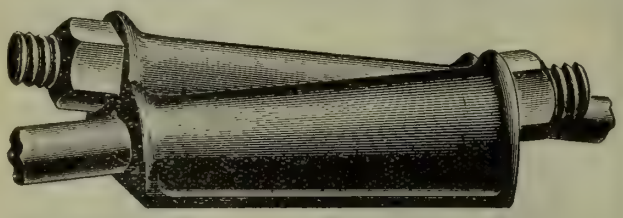

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MALLEABLE IRON All sizes—½ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

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OTTERVILLE, ONT. *Limited*

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AVOID IMITATIONS OF OUR

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BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

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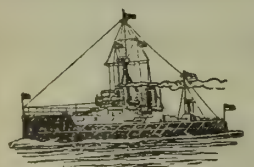
The Celebrated "Dreadnought" Milling File



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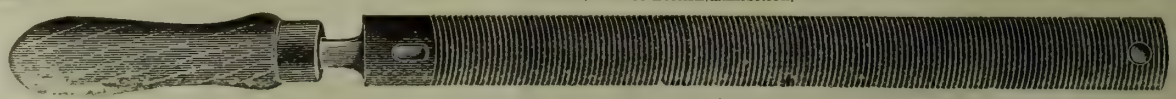
A substitute for Files which is revolutionizing File Work. A great cost reducer; a simple and radical improvement on the ordinary style of hand files; it cuts from 300 to 500 p.c. faster than an ordinary file; it is self cleaning; it can be sharpened four times; it cuts equally well all metals, also wood and marble; its cutting edge outlasts from five to ten ordinary files; although practically a rasp, it leaves the surface smooth. N.B.—The Dreadnought is adaptable to every job in which ordinary files can be used, expediting the work and doing it better, and for numerous jobs usually milled in machines. Gold Medal, Franco-British Exhibition, 1908. Gold Medal, International Exhibition, Madrid, 1907.



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Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

Don't Scrape Your Face

But get a H. BOKER & CO'S. "KING CUTTER RAZOR"

and your shaving troubles will end forever.

The razor to last a life time! Every blade is hand made from the very best quality Bar Razor Steel, tempered by our own process. Perfectly ground, honed and set ready for use. And of the very finest finish throughout. The "King Cutter" is known as Highest Grade, and noted for its superior shaving qualities.

Write for our free book, "Some Pointers for Gentlemen Who Shave Themselves."

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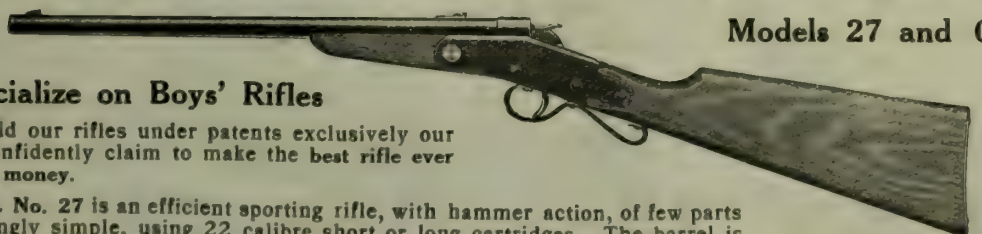
HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the best rifle ever built for the money.

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

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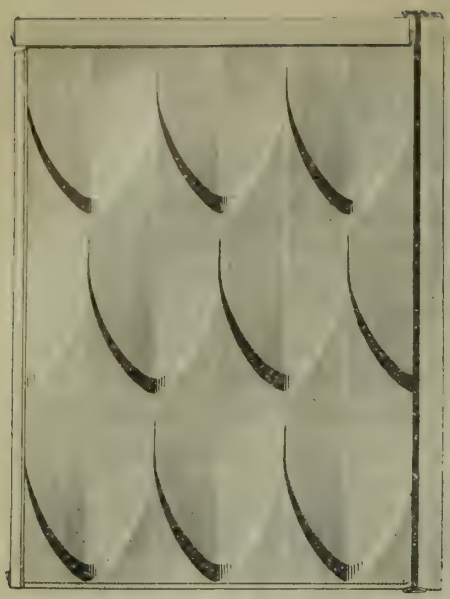
Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

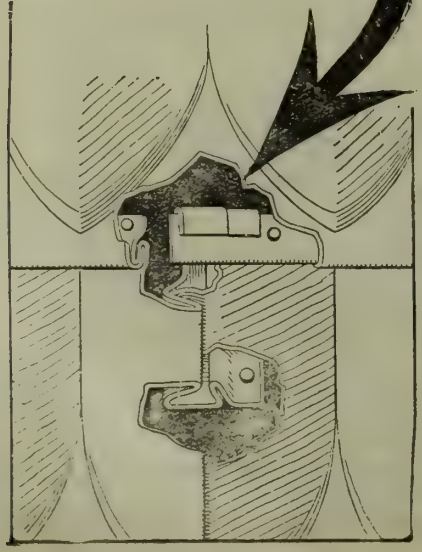


The "Galt" Shingle

The shingle with the notchless bottom-lock, the closed end side-lock and the two nailing flanges. Can't leak or work loose and blow off. Very easily laid. No soldering, riveting or cleating required. If you're interested in a shingle like this, drop us a card for samples.

The Galt Art Metal Co., Limited

GALT, - - ONTARIO



BEST SELLER of the season

"DAISY"

Indoor Sanitary Earth Closet

Neat

Compact

All Metal

Ventilated

The Daisy is all Metal except the hardwood seat. No odors can permeate it. Easily set up and sanitary.

PRICE $10.00

Liberal Discount to the Trade.
Write for Descriptive Circular.

The Toronto Furnace and Crematory Co., Limited
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THE WHITE MOP WRINGER

is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

Order from your jobber or from us.

WHITE MOP WRINGER CO.
Fultonville, New York

This Trade Mark Insures Genuineness Originality Perfection Satisfaction

HERCULES

Sash Cord

Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Tell Them You Saw it in Hardware and Metal.
The Advertiser Will Appreciate It.

The roofing that pays dealers

Roofing that has been steadily and extensively advertised for several years to users all over the country is bound to have a larger and readier sale than substitutes and imitations that spring up like mushroons, especially when it has the quality to back it up, and an immense organization to guarantee its quality.

Genasco
Ready Roofing

is the roofing that the prospective users know about. They know what it's made of. We have been telling them about the Trinidad Lake Asphalt that makes Genasco resist sun, air, heat, cold, fire and acids; and makes it last. They know there's no mystery about it—and that's the kind of roofing they want

This makes Genasco an easy-seller and a satisfaction giver. That's the reason it pays you to sell it.

Mineral and smooth surface. Fully guaranteed in writing. Write for samples and full information.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world.

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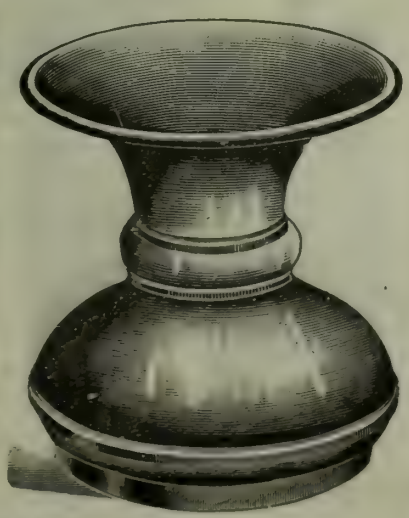
What Do You Think of This?

Here is a sample of our extra heavy self-righting polished brass (or nickel plated)

Cuspidor



The height is 9 3/8 inches and the diameter 8 7/8 inches. This is only one of our representative and reliable range.

Write for our Catalogue

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:

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"Brantford" "Roofing"

We will be pleased to see all our customers and friends at the

"CANADIAN NATIONAL EXHIBITION, TORONTO"
Aug. 30th to Sept. 11th, '09

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PROCESS BUILDING,
EAST ENTRANCE.

Brantford Roofing Co., Limited
Brantford - Canada

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AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
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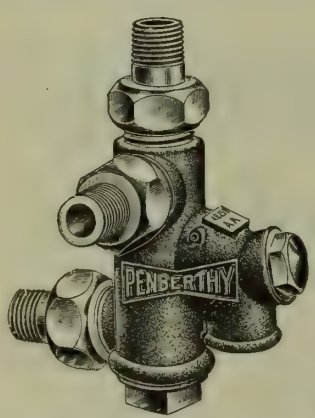

The Genuine Penberthy Automatic Injector

should be stocked by

Every Hardware Merchant

CUSTOMERS DEMAND THEM

BECAUSE

"THEY ALWAYS WORK."

All Leading Jobbers Stock Them.

Manufactured by

PENBERTHY INJECTOR CO.
Limited
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Cider Mills and Presses

Order Now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools. Wagon Skeins.

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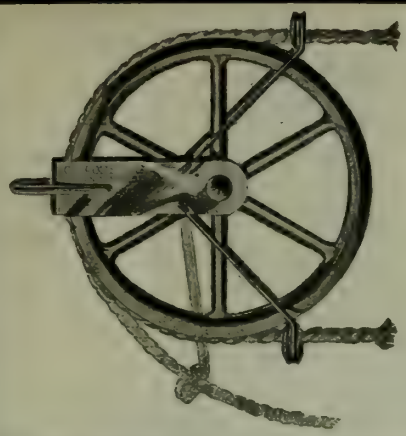
LONDON, CANADA



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absolutely free, and all charges prepaid, a full-sized sample of the

"ROLLSTON EASY PULLEY"

We want every hardwareman to become thoroughly aquainted with this labor-saving, easy-selling and woman-pleasing speciality.

YOU WILL FIND IT A PROFITABLE LINE TO HANDLE

The G. S. Rollston Hardware Specialty Co., Vancouver, B.C.

Easy to grind as a watch to wind

The Dana Meat and Food Chopper

It does not tear or mash. It cuts

IT SELLS

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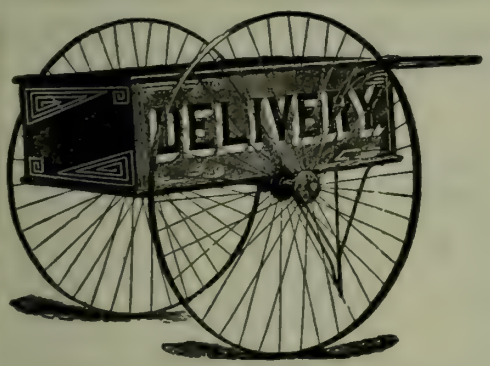
Peerless Freezer

Dana Mop Wringer takes a Woman off her knees

The Dana Manufacturing Company - - Cincinnati, Ohio



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Extra Large and Heavy Delivery Wagons

Suitable for Printers, Grocers, Etc.

MADE IN CANADA

TORONTO Gendron CANADA

These are splendidly made and finished goods for which there is always a large demand.

Write for catalogue and discount.

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SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

Improved Patent Flush Handle

CHESTERMAN'S

MEASURING TAPES

Linen, Metallic and Steel

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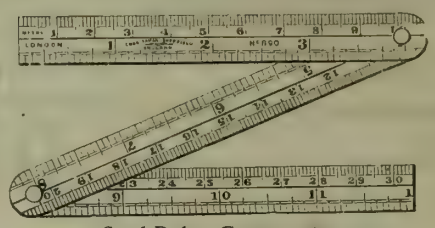
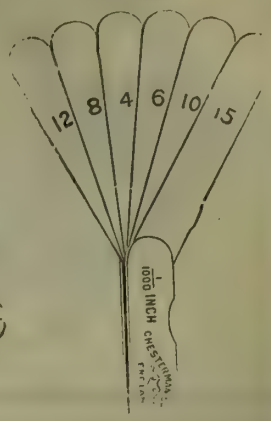


Steel Rules, Gauges, etc.

Engineers' Small Tools

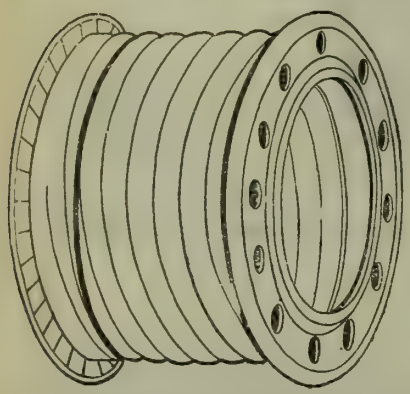


Steel Feeler Gauge

For Prices Catalogues, etc., apply to

F. H. SCOTT, 120 Coristine Bldg., Montreal

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted

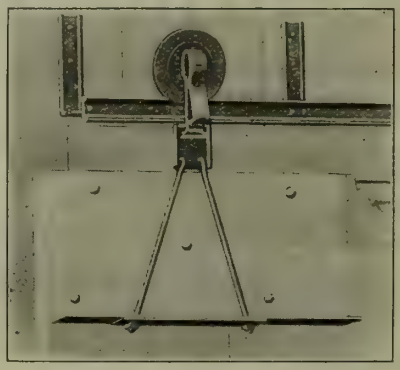
O.K. Thimbles are made for both Floors and Partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

"We will never be buried with the unknown dead---we ADVERTISE. There's the whole thing in a nutshell ---we ADVERTISE; and, therefore, we CANNOT be unknown."

S. B. MARTIN, Dalton, O., U.S.A.



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"Low-Down-High" Store Ladders
Wonder Barn Door Hangers
Channel Steel Track
Hardware Specialties

Door closes tight same as a hinge door. Galvanized Battin covers entire top of door, making it indestructible.

Will give license to one or two good Canadian Firms to build these Specialties.

See Cut.

"OUR SEASONABLE LINES ARE PROFITABLE"

Get our Prices on

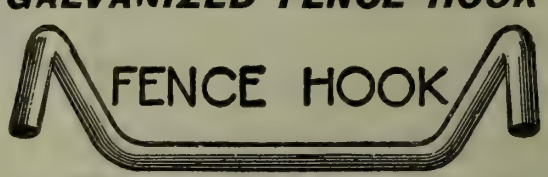
SAND SCREENING,
GRAVEL SCREENS,
CONCRETE REINFORCEMENT,
CELLAR WINDOW GUARDS,
lined with fly cloth,
HORSE and DOG MUZZLES.

Trellises for Climbing Vines and Garden Bordering

CANADA WIRE GOODS MFG. CO.
HAMILTON, - ONTARIO
We make Jail Cells and Gratings of every description

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?

Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

QUALITY

is the first consideration in the manufacture of our

"BRILLIANT"
AND
"SHELBY"
INCANDESCENT LAMPS

They are all carefully selected and fully guaranteed

MANUFACTURED BY

Ontario Lantern & Lamp Co., Ltd.
Hamilton, - Ontario

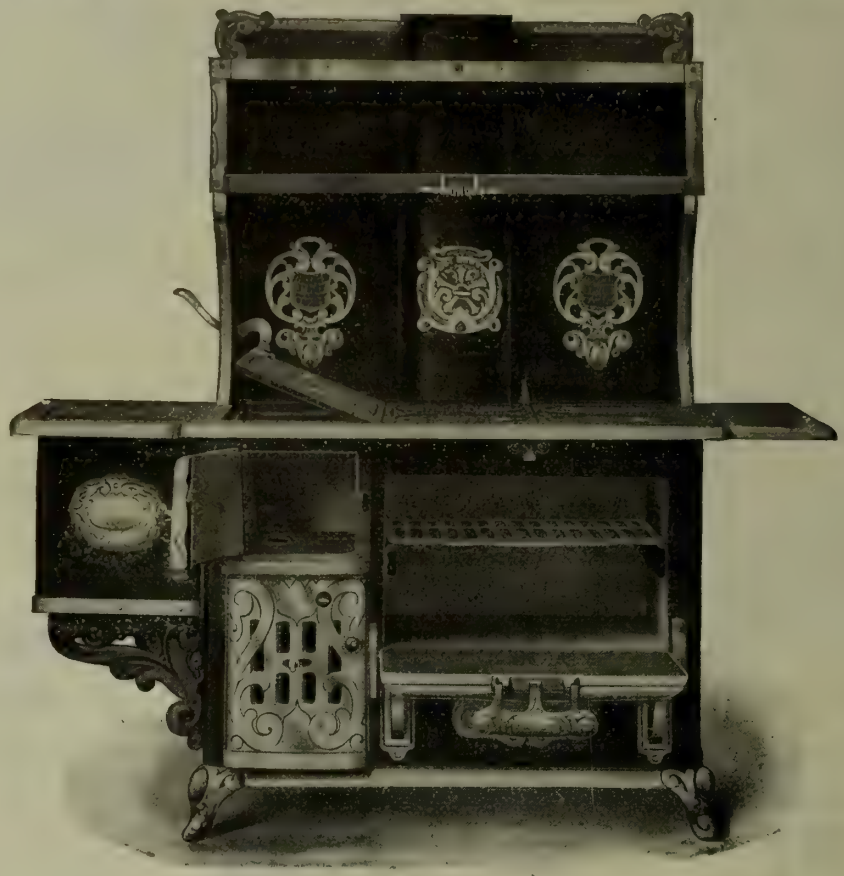
Manufacturers of . . . . . **Artistic Gas and Electric Fixtures**

If you have clients requiring these goods, and who may be visiting Toronto, send them to us to inspect our goods—We protect your interests.

The Jas. Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide St. W., Toronto

SEE OUR EXHIBIT IN THE INDUSTRIAL BUILDING AT THE TORONTO EXHIBITION

The Monarch Peninsular



has made a record for itself with our customers as the

"Easy Range to Sell"

Here are four reasons:

1. **The Reversible Reservoir.** This may be used at either end of the Range and the change can be made by anyone in a few minutes.
2. **The Firebox for Wood** is **27 inches long** and large enough to take very coarse, rough wood.
3. **The High Closet Door** opens like the oven door, and when open makes a large, roomy shelf.
4. **The Front Key Plate** can be raised for convenience in broiling and toasting.

In short, the **MONARCH** has all the conveniences that it is possible to put in a range, and in addition is a large, handsome steel range that will immediately impress itself favorably upon prospective buyers.

CLARE BROS & CO., LIMITED

PRESTON

We are making an exhibit at the Toronto Exhibition and will be pleased to meet anyone interested

Branches:

CLARE & BROCKEST - Winnipeg and Calgary
J. M. KAINS & CO., - . Vancouver
C. L. RACE & CO., - - Edmonton
THE MECHANICS SUPPLY CO., Quebec

WE
SOLICIT
YOUR ENQUIRIES FOR

STEEL
OR
WIRE

A few of the thousand commodities

Wire for every purpose
Springs all kinds
Nails and Tacks
Electrical Cables
Wire Rope all constructions
Structural Steel
Bars
Rails
Plates

United States Steel Products
Export Co.
Montreal

WIRE

WIRE

Do You Handle Wire?

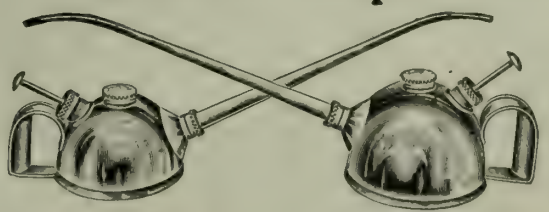
We manufacture and sell all kinds of Wire.

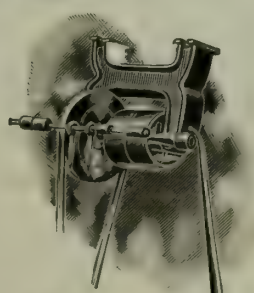
Hay-Baling Wire
Oiled and Annealed Wire
Plain Galvanized (fence) Wire
Coppered Steel Wire—Spring or soft quality
Cut and straightened to length

Write for Prices.

THE B. GREENING WIRE CO. Limited
HAMILTON, ONT. MONTREAL, QUE.

Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

THE TRAP SHOOTER

Dominion IMPROVED & PROVED **Ammunition**

GETS HIS TRADE

Dominion IMPROVED & PROVED **Ammunition**

KEEPS HIS TRADE

THE TRAP SHOOTER is the most exacting of all users of ammunition. His loads must be quick, sure fire, and the pattern perfect. Dominion Shot Gun Shells fill these requirements.

A new box free for every misfire of present product. Manufactured and guaranteed by Dominion Cartridge Company, Limited, Montreal.

STANDARD—Open—Galvanized

KEMP'S COAL HODS

STANDARD—Funnel—Japanned

PRICES ON APPLICATION

GALVANIZED	Sizes—Inches			
Standard—Open	16	17	18	—
Standard—Funnel	—	17	18	—
Daisy—Open	—	17	—	—
English Pattern				
Furnace—Open	—	—	—	20

JAPANNED	Sizes—Inches			
Plain or Gold Band—Open	16	17	18	—
Gold Band or Extra Finish—Funnel	—	17	18	—
Daisy - Open	—	17	—	—
Covered—Extra Finish	—	17	—	—
Furnace Open	—	—	—	20

Galvanized and Japanned Coal Hods that are made to meet the requirements of the trade. Our Galvanized Coal Hods are strong and substantially made from heavy iron, with an extra heavy and perfectly even surface of galvanizing. Our Japanned Ware embodies in itself the durability of iron with a heavy, rich, black finish, derived from perfect and up-to-date japanning.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS - - - - TORONTO, CANADA

The Kemp Mfg. & Metal Co., Limited
111 Lombard Street, Winnipeg, Man.

The Kemp Mfg. Co. of Montreal
39 St. Antoine Street, Montreal, Que.

Montreal Hardwaremen Royally Entertain Retailers

Excursion Down Lake Ontario a Splendid Success—Nearly One Hundred in the Party —Jobbers and Manufacturers Provide Three Solid Days of Enjoyment — Retailers Hold Meeting and Make Fred C. Lariviere an Honorary Life Member—About Thirty Visit Quebec—Presentation to Secretary of Retail Hardware Association.

I've swam the depths of Craig St.,
From Main to Beaver Hall,
But I'd just as soon go straight to
h——
As back to Montreal.

A smart rhymster recently wrote some verses intended to be a "knock" at the "Back to Montreal" old boy's celebration, Sept. 13 to 20. His axe was sharp and his cuts were keen, but notwithstanding his knocks at Montreal water, mud on Craig street and graft in the City Hall, the members of the Retail Hardware Excursion party will cherish warm remembrances of Montreal and Montreal hardwaremen for many years to come. And few will let pass the first opportunity to go "Back to Montreal."

Ontario hardwaremen know what it is to be entertained royally. At convention held at Toronto and Hamilton, during the past four years, they have been tendered many courtesies, but the heighth of hospitality was reached last week in Montreal, when manufacturers and jobbers alike threw open their doors and gave the visitors from Ontario such a whirlwind of entertainment, that physical strength almost gave way before the end of the programme was reached.

When the excursion was first decided upon the Montreal jobbers and manufacturers agreed upon two main points—that a committe would be formed to arange the program of entertainment, and that during the stay of the visitors in Montreal, no effort whatever would be made to solicit business from the retailers. It was felt that the excursionists were on a holiday rather than a business trip, and the staffs of the various houses were, therefore, instructed to provide a good time and keep their order books out of sight, unless asked for.

Probably ninety per cent. of the retailers on the excursion had never visited Montreal before, and it was with great interest, therefore, that they made the personal acquaintance of men they have been doing business with for years, and also inspected the factories and warehouses from whence their stock-in-trade comes. The excursion, therefore, strengthened business friendship by bringing together manufacturers, jobbers, travelers and retailers in a social way, and in adition provided an opportunity for retailers to study methods of manufacturing and warehousing, thus enabling them to go home better equipped to carry on their business by having a better knowledge of the goods they sell.

Then the presence of the ladies must not be forgotten. This was the first time members of the Ontario Retail Hardware Association were able to include their wives in an association gathering, and about thirty took advantage of the opportunity. It is safe to say that the husbands of these ladies will be spured on to renewed efforts to build up the association, the ladies seeing the advantages to be gained by coming together. The presence of the ladies, too, had much to do with maintaining the decorum of the party as without them some over zealous travelers might take advantage of the opportunity to entertain their customers too liberally.

"I've been 27 years in this hotel, and in all my experience have never seen a better conducted party," said Landlord Higgins, of St. Lawrence Hall. "I haven't had a bit of trouble with any of

The Ontario Retail Hardware Association Excursion Party at the Park Rangers' Gardens on Mount Royal at Montreal

you, and must say you have a nice crowd of people."

The excursionists had little to do but enjoy themselves. The association secretary had made their boat reservations, registered their names at the hotel, and reserved rooms in advance, arranged a program of songs to sing, secured reservations for the return trip, reserved a dozen rooms at a Quebec Hotel, etc., and the Reception Committee had provided a big program covering the party's stay in Montreal. Then the R. & O. had quoted a rate, which meant a saving of about 25 per cent. on the charges for transportation, meals and stateroom accommodation. Truly it was an opportunity of a life time for Ontario hardwaremen and the only surprising thing is that a larger number did not go.

The Party on the Boat.

The members of the party who made the trip down the lake on the "Kingston," and down the Rapids on the "Rapids King," were as follows:—

T. A. Squire and Mrs. Squire, Brantford.
F. McPherson, Blyth.
S. L. Adolph, Listowell.
J. R. Myers, wife and Harry Myers, Stratford.
J. S. O'Neal, wife and daughter, Welland.
A. Hobbs and wife, Elora.
J. A. Fraser and wife, Hamilton.
W. F. Haygarth and wife, Cayuga.
C. R. Bailes and A. G. Storey, Oshawa.
G. Wayland-Smith, Oneida, N. Y.
W. T. Earl, Niagara Falls.
R. H. Greig and wife, Streetsville.
Chas. B. Boyd and wife, Simcoe.
R. C. Chown and wife, Belleville.
W. A. Rankin and wife and Miss Rankin, Ottawa.
W. F. McPherson, Prescott.
W. A. Mitchell, wife and Miss Mitchell, Kingston.
J. N. Young, Brockville.
S. E. Waffle, Smith's Falls.
R. Hawkins, Smith's Falls.
W. H. Newton, Ottawa.
H. T. Hunter, Toronto.

The R. & O. Steamers "Kingston" and "Rapids King," on Which the Trip Down to Montreal was Made.

D. Brocklebank and wife, Arthur.
E. Brocklebank and wife, Arthur.
F. Y. Brathwaite, wife and two children, Blind River.
J. R. Hambly, Barrie.
F. W. Jeffery, wife and daughter, Midland.
D. Cinnamon, wife and daughter, Lindsay.
A. W. Humphries, Park Hill.
W. J. Geddes and wife, Embro.
Wm. Conrad and wife, Waterloo.
C. W. Conn and wife, Tilsonburg.
G. W. Best and wife, Tilsonburg.
W. L. Parrish, Port Perry.
J. Douglas and wife, Wroxeter.
Robert Smith, Bolton.
A. M. Watt, St. Catharines.
F. W. Otton, Barrie.
C. E. Thomas, Berlin.
A. E. Cowley, London.
W. J. Bell, wife and son, Beeton.
T. W. Cuncannon, Beeton.
Geo. B. Dowswell and wife, Hamilton.
W. J. Howson, Wingham.
Bruce Howson, Arthur.
John Caslor, Toronto.
Weston Wrigley and wife, Toronto.
W. P. Robinson and Miss Robinson, Toronto.
Miss LeRoy, Toronto.
Miss Bullen, Toronto.
R. McKenzie, wife and son, Toronto.
J. H. Brent, Toronto.
C. E. Boomer, Toronto.
R. E. Stinson, Toronto.
C. N. Brocklebank, Toronto.
H. Cluecas, Toronto.
S. H. Burt, Toronto.
Miss Hambly, Toronto.
T. Mallard and wife, Toronto.
W. J. Thompson, Toronto.
F. W. S. Davis, wife and son, Toronto.
J. F. Bowden, Toronto.
C. M. Strange, Montreal.

The Trip Down the Lake.

From all parts of Ontario a party of nearly one hundred gathered in Toronto on Monday, Aug. 23, and at 3 p.m. the Richelieu and Ontario steamer "Kingston" steamed out leaving behind a number of travelers and friends who had come to say "bon voyage."

Immediately an effort was made to get the party acquainted with each other. Boxes of candies were handed to each lady, the gift of the Executive of the association, and cigars were also passed around to the gentlemen. Likewise badges were distributed to all, and the word passed around for the party to assemble at the piano immediately after supper. Here song sheets were distributed, and about two hours spent in practicing the "hardware yell" and singing hardware songs, which brought the crowd into a big family gathering. "Hardware Excursion Time" caught on at once, as did "Cinnamon, that's me," and "Caslor ate some oysters." Mrs. Edgar Brocklebank presided at the piano while George E. Boomer, S. M. Burt and others took the lead in the singing, and before the party dispersed every song on the list had been sung or attempted.

Interspersed with the songs were a few short talks, Mr. Cinnamon being called on for a speech after "Cinnamon, that's me," had been sung. Then some one passed a new song sheet around and "Our Secretary" was sung, Secretary Wrigley being taken completely by surprise. Called on for a speech he found it difficult to comply, admitting that his chickens had come home to roost. He added that the presence of the ladies would have a similar effect, and compel all to go to bed early when they got to Montreal. The songs about "Mister Hambly," "Russell Chown," and "Cheer Up, Brocklebank" followed with a few words from Messrs. Hambly and Brocklebank.

Ariving at Charlotte, N. Y., about 9.30 p.m., most of the party disembarked, and took street car to Ontario Beach, Rochester's lakeside amusement resort. Here the party took in the side shows, bumped and jolted down the "Virginia Reel" and between times made the park ring with the hardware yell. At 11 o'clock the boat sailed for Kingston, and the party went to bed, the lake being calm and the weather all that could be desired.

General Passenger Agent Chaffee, Toronto, accompanied the party as far as

Brockville and District Pasenger Agent Canvin then took charge, until Montreal was reached.

Russell Chown and wife got on at Kingston, and at Brockville and Prescott several travelers and retailers were picked up, W. A. Rankin bringing a party of five down from Ottawa, to join the crowd. The sail through the Thousand Islands during the morning was very picturesque.

After leaving Prescott, Stewart Oswald of the "Rapids King" extended a much appreciated courtsey by serving dinner half an hour ahead of the usual time, and reserving the dining room for the members of the hardware party. Advantage was taken of this to have the reservations for the return trip made. As each member retired from the dining room he was asked to state when he would be returning, and from the list secured stateroom reservations for the trip home were made.

The trip down the rapids was very exciting, but between times the party got together for a song service in the front of the boat. A brief meeting of the Executive members, etc., was also held in the parlors to deal with the programme to be followed on Thursday morning in Montreal.

Arriving at Montreal about 6.30 p.m. the party was met by Fred C. Lariviere, chairman of the Montreal Reception Committee and driven to St. Lawrence Hall, which had been selected as headquarters and reservations made for the party a week before.

Supper over the party was taken in hand by representatives of various local hardware houses and an hour or two spent at Sohmer Park witnessing a vaudeville entertainment. Then a weary party retired with instructions to be up early to begin the big program arranged for the following day.

WEDNESDAY'S PROGRAMME.

With their hardware yell resounding through the main business streets of the city, extra powerful tigers being given in front of the offices of Hardware and Metal in the Eastern Townships Bank building, the excursion party on Wednesday morning, accompanied by many local friends, started out on the lengthy day's programme that had been arranged by the reception committee. Everyone was in the best of spirits. The day was magnificent, and there was the knowledge that not only had an interesting number of visits been mapped out, but that the programme would be highly educational as well.

Fred C. Lariviere, chairman; C. C. Ballantyne and Robert Starke, of the reception committee, were early on the scene. They were very energetic in marshalling the members on the special cars provided, and in pointing out scenes of interest on the way to Sherwin-Williams' Company paint factory—the first place of visit on the official programme.

At every stop the "hardware yell" was given, it being found exceedingly useful in gathering the crowd together when entering or leaving the various factories visited.

Visit to Sherwin-Williams' Plant.

In a merry mood, therefore, the party arrived at the fine buildings of the Sherwin-Williams Company, and were conducted through the various factories by Mr. Ballantyne and a corps of willing assistants. To most of the members and friends, a visit to a paint factory was a distinct novelty. The varnish rooms, the linseed oil crushing, the paint mixing, the tin plant and the printing presses, and the many contrivances to make the factory as self-contained as possible were all viewed with interest.

After light refreshments were served in a dining-room the company has provided its employes, and in which a lunch or dinner can be had at a very moderate price, Mr. Ballantyne welcomed his visitors, expressing great pleasure at the presence of the ladies. He hoped that they had all enjoyed as much pleasure in coming there, as he had in receiving them. D. Cinnamon, Lindsay, in returning the thanks of the party, expressed his appreciation of the courtesy extended them. The visit had been very pleasant, and he was forced to confess that Montreal was a much more important place than many of them had imagined. The war cry then pealed through the building, and everyone agreed that "there was nothing the matter with Mr. Ballantyne." After pleasing mementoes, in the shape of spoons for the ladies and cuff links for the gentlemen, had been handed round, the party hastened to the special cars en route for the harbor.

Sail Around the Harbor.

Still under the guidance of Mr. Ballantyne, this time as a member of the Montreal Harbor Commissioners, a tour was made through the various shipping sheds until the Victoria pier was reached. Here the R. & O. steamer Prescott was waiting to take the party round the harbor as guests of the Harbor Commissioners.

There was a large gathering on board, the hardware, paint and allied industries being well represented. Heads of firms, travelers, and merchants were scattered around in happy little groups renewing old acquaintances and making new ones, and it was obvious that such an opportunity could not fail to be of the utmost value to all concerned. It was signal proof of the wisdom of those who suggested the trip, and an object lesson as to the value of organization which rendered the visit possible. Major G. W. Stephens, L. E. Geoffrion and C. C. Ballantyne the Harbor Commissioners were all on board.

After the visitors had gained some idea of the extent of the shipping facilities of the port, and realized the possibilities that lie before the port as the natural transportation outlet for the whole Dominion, the boat proceeded down the river. Mr. Stephens said the

THE THREE HARBOR COMMISSIONERS.

C. C. Ballantyne, Major Stephens and L. E. Geoffrion.

THE BOAT THAT WAS BURNED.

Chairman Lariviere Directing the Party onto the Harbor Excursion Boat.

port of Montreal was one of the greatest national assets Canadians possessed, for it was the main door through which passed the imports and exports of the Dominion. In welcoming the hardware men from Ontario, they felt that they were doing honor to an enterprising group of business men who had a deeper interest than perhaps they then realized in a national trade route which was destined to place at their disposal transportation facilities for the importation of their raw materials than which none better existed on the North American continent. He referred to the improvements that had been made to the port during the last few years, and said that contracts for the handling of United States grain were now being made on the Montreal Board of Trade for shipment all over the world. The port occupied the unique position of being the only port in North America where the entire foreshore was the property of the nation, and could be developed without the heavy expense of purchasing land. The study of conditions elsewhere revealed the fact that Canada had the unique opportunity of creating a great world port at Montreal with a much smaller capital outlay than was posible at any other port on the North American continent. It was up to Canadians to realize the opportunities and to develop the chances they had.

Secretary Weston Wrigley expressed the thanks of the excursion party to the Harbor Commissioners, and remarked that they could realize, after such a trip the great possibilities of Montreal as a shipping centre. Owning the foreshore was a great asset as in Vancouver and other cities where the railroads owned the land, the development of the port was being retarded.

Buffet lunch was then served and the consensus of opinion was that a more enjoyable trip could not have been arranged. With their associations with the steamer Prescott still in their minds, the party were sorry to hear on Saturday that during the night the boat had been burned to the water's edge.

On Board an Ocean Liner.

On landing at the Victoria pier a move was made to the S. S. Laurentic, the new palatial liner of the White Star—Dominion Line, and the finest and largest passenger boat ever in Montreal harbor. The visitors were struck with the size of the vessel (565 feet in length, 67 feet breadth and 45 feet in depth) and the luxurious fittings of the staterooms, lounging rooms, etc., rivalling the splendor of the largest Atlantic greyhounds. In one of the dining rooms light refreshments were served, and a vote of thanks was tendered to James Thom, the Montreal manager of the Company, on behalf of the party, by H. T. Hunter who thought that by the way in which many of the members were examining the state rooms that next year they would be requesting the Association to arrange an excursion to the Old Country. In viewing the harbor they had seen what the Harbor Commissioners were doing to improve the port, and in that magnificent vessel they could see what the great transportation companies were doing to facilitate the carrying of commerce across the Atlantic.

Visit to Canada Paint Company.

Still following the programme, the party then left the Laurentic and took special cars to the Canada Paint Company's works, Mr. Robert Munro was now in charge, and he took great pains in seeing that no stragglers were left behind.

On arriving at the Canada Paint Company's works, the party were divided into sections, and taken in charge of by Mr. Munro, Allan J. Munro, and other guides. Unfortunately both H. W. Aird and W. H. Evans were away on their vacation, but they left behind them expressions of regret that they were unable to meet many old friends on the trip. The various processes were thoroughly examined from the white lead grinding to the color dying departments, and the experience of the morning enabled the visitors to understand more thoroughly the uses of the various machines. In one of the departments it was shown how two very innocent white liquids could make a most brilliant color, while if that was objected to some more equally innocent looking white preparation would take the color clear away. It was an interesting little demonstration in chemistry. On leaving more souvenirs were presented, the ladies receiving handsome pins to which the well known elephant was attached, and the gentlemen a medallion bearing the elephant and prism.

On saying good-bye to Mr. Munro there were some more yells, with a special cheer and kind words for Mr. Munro, who had been the first to suggest the excursion to Montreal, at the Hamilton convention last February.

Thomas Davidson Works Visited.

Arriving at the Thomas Davidson Mfg. Co.'s plant, somewhat tired but still in a jolly frame of mind, the party passed through the offices, shipping rooms, engine rooms, press rooms, the different enamel line departments, stove mounting shop, the lithographing shop, bucket factory and the range boiler factory. The visitors were much impressed with the different processes of manufacturing articles that most of them are handling every day, and it was generally remaked that the knowledge gained in the factory would help in the selling of these articles. Special interest was taken in the enamelling, and the range boiling departments. Handsome little trays were stamped out for the visitors, and describing on the back the process gone through to convert a piece of tin into a pretty souvenir.

After a most enjoyable tour of inspection a move was made to the handsome club of the company, where to the strains of an orchestra and some selections from the hardware song sheet, 5 o'clock tea was served. Mrs. T. C. Davidson and her sister presiding, while T. C. and J. Davidson and J. L. Young worked hard to see that everyone had enough to eat and drink.

Ed. Brocklebank, Arthur, in expressing the thanks of the visitors, referred to the educational value of the visit. They would be helped in their business by the knowledge they had gleaned as to the manufacture of articles which formed such an important part of their trade. A. W. Humphries, Parkhill, also voiced the sentiments of all in thanking Mrs. Davidson and her sister for taking so much trouble on their behalf. Mr. Young responded on behalf of the company. On ariving at the cars more music was indulged in. Mr. T. C. Davidson was told that "he was a jolly good fellow," and that the party observed that "he was smiling," all of which Mr. Davidson blushingly acknowledged.

Banquet at Dominion Park.

In the evening a visit was paid to Dominion Park, the Coney Island of Montreal. The city placed cars at the disposal of the party, while the dinner was tendered by the Reception Committee, The following sat down:

Fred C. Lariviere, Montreal.
Mr. and Mrs. D. Brocklebank, Arthur.
Mr. and Mrs. Weston Wrigley, Toronto.
Mr. and Mrs. D. Cinnamon, Lindsay.
Mr. and Mrs. Chas W. Conn, Tillsonburg.
Mr. and Mrs. J. R. Myers, Stratford.
A. W. Humphries, Parkhill.
L. Darrack, Montreal.
Mr. and Mrs. A. Hobbs, Elora.
Mr. and Mrs. T. Mallard, Toronto.
T. A. Squire, Brantford.
John Caslor, Toronto.
Henry Clucas, Toronto.
H. T. Hunter, Toronto.
R. Hawkins, Smith's Falls.
J. R. Terrill, Montreal.
W. P. Robinson, Toronto.
F. L. Barlow, Montreal.
W. H. Newton, Ottawa.
W. F. McPherson, Prescott.
Miss Jessie Rankin, Ottawa.
Mr. and Mrs. W. A. Rankin, Ottawa.
C. M. Brocklebank, Toronto.
M. LeRoy, Toronto.
Jno. M. Taylor, Jr., Guelph.
Mr. and Mrs. Geo. B. Dowswell, Hamilton.
Mr. and Mrs. Wm. Conrad, Waterloo.
Fred W. Otton, Barrie.
G. E. Boomer, Toronto.
Robert Starke, Montreal.
Chas. Smallpiece, Montreal.
J. Thurston Smith, Montreal.
W. J. Howson, Wingham.
Mr. and Mrs. John Douglass, Wroxeter.
Mr. and Mrs. Edgar Brocklebank, Arthur.
B. F. Howson, Arthur.
M. J. Maguin, Montreal.
Geo. E. Chaffee, Montreal.
J. F. Bowden, Toronto.
S. E. Waffle, Smith's Falls.
W. L. Jackson, Toronto.
Mr. and Mrs. F. Y. W. Brathwaite, Blind River.

T. W. Cuncannon, Beeton.
W. T. Earl, Niagara Falls.
G. Wayland Smith, Oneida, N.Y.
R. B. Gray, Montreal.
J. H. K. Mack, Montreal.
Miss E. M. King, Montreal.
Miss C. King, Montreal.
W. H. Morgan, Toronto.
Mr. and Mrs. R. F. MacKenzie, Toronto.
Mr. and Mrs. R. C. Chown, Belleville.
Dakers Cameron, Montreal.
J. R. Hambly, Barrie.
Miss E. Hambly, Toronto.
Robert Smith, Bolton.
Mr. and Mrs. J. S. O'Neal, Welland.
Mr. and Mrs. F. W. Davis, Toronto.
A. M. Watts, St. Catharines.
Miss E. Roberts, Montreal.
W. J. Thompson, Toronto.
Frank McPherson, Blyth.
Annie Jeffery, Midland.
H. L. Myers, Stratford.
Alice M. Cinnamon, Lindsay.
Alma Bullen, Toronto.
W. L. Parrish, Port Perry.
Mr. and Mrs. R. H. Greig, Streetsville.
Mr. and Mrs. W. J. Bell, Beeton.
Mr. and Mrs. W. J. Geddes, Embro.
A. E. Cowley, London.
S. L. Adolph, Listowel.
Mr. and Mrs. W. F. Haygarth, Cayuga.
Court Thompson, Hamilton.

R. C. Chown, Belleville, in returning thanks on behalf of the party to the manufacturers and jobbers of Montreal, said it had been a great education to go through the large factories, and to see for themselves the different proceses of manufacture. They were delighted with the hospitality shown them, and they would be always glad to pay a return visit. He asked the members to give the association yell to show their appreciation of the committees' efforts on their behalf.

This was given with even greater enthusiasm than shown during the earlier part of the day. Mr. Lariviere, in reply, said he was glad to see that the visitors were enjoying themselves. It had been a very great pleasure for them to do the little they had done.

Taking in the Side Shows.

Tickets were provided by the Reception Committee for the purpose of entering the various shows, and little time was lost in moving off to the entertainments. Old and young were soon doing the shows, seeing the San Francisco earthquake, the scenic railway, shooting the chutes, bumping down the tickler, riding the aerial swing, visiting the flea circus, the house of fun and other places of amusement, the park everywhere resounding with stentorian cries of H-A-R-D-W-A-R-E.

Towards midnight the members returned to the hotel, weary, but delighted, and everyone of the opinion that there never had been such a day in the history of the hardware trade in Canada.

THURSDAY'S PROGRAMME.

All members were invited to attend an executive meeting at 9 o'clock Thursday morning and a goodly number responded to the call.

President Brocklebank presided and on the secretary's suggestion business was largely confined to the appointment of committees to meet and report on Friday morning.

On motion of Messrs. Chown and Douglas a committee on secretary's report was chosen composed of J. R. Myers, Stratford, W. F. McPherson, Prescott, D. Cinnamon, Lindsay, and S. M. Burt, Toronto.

On motion of Messrs. Otton and Caslor, a resolution committee was appointed, those selected being R. C. Chown, Belleville, J. R. Hambly, Barrie, W. L. Parrish, Port Perry, and C. W. Conn, Tillsonburg.

Russel C. Chown, Belleville, was also appointed convenor of the joint committee to confer with the joint committee named by the Wholesale Hardware Association. This committee is to report at the London convention, it being composed of A. Ballantyne, Brantford; W. G. Scott, Mt. Forest; S. L. Adolph, Listowel; G. A. Binns, Newmarket; M. S. Madole, Napanee; R. C. Chown, Belleville; C. F. R. Taylor, Carleton Place; and W. A. Rankin, Ottawa.

Invitations received from several Montreal manufacturers to visit their plants were referred to the local Reception Committee and the Executive officers of the Association.

The meeting adjourned at 10 o'clock.

Trip to White Lead Plant.

At 10.30 the members of the Association took special cars to Brandram-Henderson's white lead corroding plant, some of the ladies and visitors in the party accepting an invitation to go for a tallyho drive as guests of Lewis Bros., Limited, the two parties leaving the hotel together. Arriving at the lead works the party was taken in charge of by J. R. Henderson, G. M. Edwards and John Irwin, and under their guidance one of the most interesting processes of manufacture seen on the trip was carefully explained. The great heat prevented a careful examination of the "Brandram" process of corroding lead but the "Dutch" or "stack" process, which is also used by the company, was found very interesting. The process followed the pig lead to the finished white lead and paint was observed step by step. On behalf of the retail hardwaremen, J. R. Myers, Stratford, expressed the thanks of the party for the opportunity of learning more about the making of white lead. J. H. Henderson, president of the company, replied and asked the excursionists to take with them as souvenirs a watch fob for themselves and a hat pin for their ladies.

Surprise the Jobbers.

The trip to the Brandram-Henderson factory took longer than anticipated but the party was down town again by noon and in a body they paid impromptu visits to the jobbing warehouses of Caverhill, Learmont & Co. and Frothingham & Workman, taking both places by storm by entering and gathering near the offices and then turning loose the hardware yell.

The Rolling Mills Inspected.

At 2.30 special cars were taken to the big plant of the Montreal Rolling Mills Company, the party being met by Ross McMaster, A. H. Hough, A. J. Wood, H. T. Diplock and others of the staff. The foundry, the rolling mills, the bolt and screw factory, the wire mill, the galvanizing and iron pipe works, the blacksmith shop and numerous other departments were visited, and so much of interest was seen that one member suggested that a paper be prepared to be read at the London convention giving some of the impressions received in visiting this and other industries.

After inspecting the works 5 o'clock tea was served with several wealthy manufacturers and jobbers passing around the ice cream and cake to the tired retailers and their ladies. J. R. Hambly, Barrie, expressed the appreciation of the excursion party for the many courtesies shown, Ross H. McMaster, assistant general manager, replying in a brief address which was followed by the omnipresent hardware yell.

Calls on Jobbers.

From the Rolling Mills the party took cars to the wholesale warehouses of Starke-Seybold, Limited, and Lewis

Tally-ho Drive Tendered the Ladies by Lewis Bros. on Thursday Morning.

Brothers, where the sample rooms, etc., were inspected and, as at the other jobbing houses visited in the morning representatives of the retail association expressed their pleasure at being able to see the warehouses from which their orders are shipped. Hearty yells were given when leaving both warehouses.

Musical Recital at Cathedral.

Thursday evening will not fade in the memory of the visiting hardwaremen so long as memories of good times last. It was Fred C. Lariviere's turn to be host and he well maintained the reputation for hospitality for which his race is famed.

At 7.30 two car loads of excursionists were piloted from St. Lawrence Hall to the Church of St. Louis de France, of which Mr. Lariviere is an active member. Here the famous choir of 85 male voices rendered in French a magnificent musical recital, singing the sacred cantata "The Last Seven Words of Christ," by Gounod. The musicians in the party were captivated with the choir while even the least musically inclined could not fail to appreciate the grandness of the music heard.

After an hour in the cathedral the party walked to Mr. Lariviere's retail store, first passing through one of his well stocked warehouses. The store of Lariviere, Incorporated, has display features which it would be difficult to duplicate in any existing retail establishment, and while the visiting retailers were inspecting the original construction features of the silent salesmen, etc., the ladies were taken up to a large private hall on the third floor where meetings of employes, lectures on salesmanship, dances and other social events are regularly held under Mr. Lariviere's supervision. The store inspected the men were taken to the firm's offices and the adjoining reading and billiard and cloak rooms which are also available for use by the firm's employes. About half the church choir had accompanied the party and music and songs were soon ringing forth from both second and third floors, dancing being also indulged in on the third floor. Refreshments were served in profusion and a general good time was enjoyed. About 11.30 p.m. the hardware yell brought the guests to order and H. T. Hunter, on behalf of the excursionists, thanked Mr. Lariviere, his wife and daughter, and the staff of the store, for the enjoyable entertainment provided. "We have been overwhelmed with hospitality since coming to Montreal," said Mr. Hunter, "like the waves on a seashore each succeeding entertainment seems larger and greater than those preceding, but I am sure that the climax has been reached this evening." Mr. Lariviere said it pleased him to know that his guests had enjoyed themselves and he invited them to come again next year.

FRIDAY'S PROGRAM.

The members of the Retail Hardware Association assembled in St. Lawrence Hall parlors at 9.15 Friday morning for a short business session, President Brocklebank presiding.

Invitations were received through the reception committee to take carriages as guests of Caverhill, Learmont & Co., and visit their two warehouses, afterwards driving to the Gillette Safety Razor Co.'s works. The invitation was accepted and the time set for 10.30 Friday morning. Invitations to visit the Dominion Wire Co.'s plant and the

THREE OF RECEPTION COMMITTEE.

George Caverhill, Dakers Cameron, (Secretary), and F. C. Lariviere (Chairman).

Metal Shingle and Siding Co.'s plants were left open for members to go individually on Saturday morning if time permitted. Thanks were tendered for the invitations but it was felt that the strength of the delegates would not permit the acceptance of further invitations.

Secretary's Report.

W. F. McPherson reported for the committee on secretary's report and on motion it was taken up clause by clause.

1. The committee desire to express its thanks to the secretary for the excellent

THE MOUNTAIN LOOKOUT.

President Brocklebank Trying to Locate St. Lawrence Hall with a Pair of Field Glasses.

arrangements made for the excursion to Montreal. Adopted.

2. We desire secrtary to give a brief report of the National Retail Hardware Convention at Milwaukee.

Secretary Wrigley stated that the most valuable result of his visit had been the connection he had made with the secretaries of the retail hardware associations in the various States. Reports of conferences held by these secretaries are being supplied and much valuable information gained.

3. The committee recommend that the executive continue its endeavors to extend the membership of the association. Adopted.

4. The committee recommend that the secretary ask retailers to supply forms for making estimates of plumbing and tinsmithing work and forms of lien notes for selling stoves on time. It was further suggested that a committee be appointed to examine these forms as well as to go through stove catalogues and arrange a uniform schedule for the numbering of stove repairs.

On motion these recommendations were concurred in and a committee of J. R. Myers, Stratford; S. L. Adolph, Listowel, and C. W. Conn, Tillsonburg, was appointed to carry out the suggestions, the committee to report at the convention at London next February.

5. The committee recommend the acceptance of the offer of the Lufkin Rule Co. of Canada to supply a badge for use at the London convention. Adopted.

6. The committee recommend the acceptance of the general outline of the arrangements made for the London convention as reported by the secretary, the executive to settle details. Adopted.

7. The committee recommend the adoption of the suggestion that a button be secured to be given each member as a receipt for membership the button to bear the initials O.R.H.A. Adopted.

On motion the report was adopted as a whole.

Resolution of Thanks.

R. C. Chown reported for the resolutions committee, moving the adoption of the following.

> To the Hardware Manufacturers and Jobbers of Montreal,
>
> Gentlemen,—We, the members of the Retail Hardware and Stove Dealers' Association of Ontario, on this our first official visit to Montreal, wish to thank, first of all, Geo. Caverhill, chairman of the executive board of the R. & O. Navigation Company, for the interest he has taken in our association in that he made it possible to give us a special rate on their steamers to reach this city.
>
> We wish also to thank Fred C. Lariviere, chairman of the reception committee, and his able assistants for the very pleasant programme they had mapped out for us.
>
> We can assure them it was heartily appreciated by the

hardwaremen and their guests from Ontario.

We would not forget to thank C. C. Ballantyne and Robert Munro for their invitation to visit this city at our convention in Hamilton last Fedruary, as it is through this invitation that we have been able to enjoy all this hospitality.

We are also greatly indebted to the Harbor Commissioners for the delightful and most instructive trip about the Montreal harbor. The magnitude of the improvements they have made was a revelation to every member of our association.

The city officials have also been exceedingly kind in tendering to us the freedom of the city, and affording us evry facility for seeing both the business and residential parts of the city, which is to-day, and under the guidance of such able men, will continue to be the metropolis of Canada.

Words fail us to adequately thank all the different manufacturers and jobbers for all they have done for us during our visit to this city. We feel that we are in closer touch with one another than we have ever been before, and our business relations will be mutually benefited.

Again thanking you for the very pleasant and sociable time you have given us and our guests, and assuring you that the memories of this week's outing will be long cherished as one of the most pleasing and profitable experiences of our association.

On behalf of the O. R. H. and S. D. A.,

R. C. CHOWN,
CHAS. W. CONN,
J. R. HAMBLY.
W. L. PARRISH.

The report was adopted and the secretary instructed to present it at the civic reception on Friday afternoon.

Mr. Lariviere Honored.

On motion of A. W. Humphries and J. R. Hambly, past-presidents of the association, it was resolved that Fred C. Lariviere be made an honorary life member of the association, and that a committee composed of President Brocklebank, D. Cinnamon, R. C. Chown and Secretary Wrigley, prepare an illuminated address expressing the appreciation of the members of the Ontario association of Mr. Lariviere's valuable assistance in attending two conventions at Toronto and Hamilton, as well as for his efforts to make the excursion to Montreal a success.

The motion was adopted unanimously. The meeting adjourned at 10.30.

Saw Safety Razors Made.

At 10.30 on Friday morning Caverhill, Learmont & Co. sent carriages to the St. Lawrence Hall and drove a large party of hardwaremen and ladies to the warehouses on the canal bank, and back to the main offices and warehouses on St. Peter Street.

The Gillette Safety Razor Co.'s works were next visited, where they were conducted through the extensive factory. Much interest was displayed in the elaborate automatic machinery, doing almost human work. Mementos were given away in the form of a pack of cards for the gentlemen, and a box of candy for the ladies. R. H. Grieg, of Streetsville, spoke for the retailers, and A. A. Bittues responded for the company.

Drive up the Mountain.

On Friday afternoon there was a drive to Mount Royal Park, the show place of Montreal, as guests of the city, and a reception at the Park Rangers' House. A detour was made so that Lafontaine Park could be taken in. This park, situated in the east end of the city, was much admired, but the real appreciation commenced when the party ascended the winding roads that lead to the top of Mount Royal. The trees, with their glorious foliage, called forth admiration, and the view from the outlook, with the noble St. Lawrence stretching away for miles, with the thousands of houses nestling under the mountain, was a scene that will never be forgotten by the visitors.

On arriving at the Park Rangers' House, with its lovely gardens, a group photograph was taken of the happy family, and then refreshments were enjoyed, while listening to a band concert.

About two dozen of the party, who were leaving that evening for Quebec, had to hurry away, but many stayed in the cool gardens and enjoyed themselves.

Friday evening, being free of engagements, many took advantage of the opportunity to rest up. A theatre party was made up, however, and those attending were amused at hearing one of the performers work off a few jokes at the expense of John Caslor, the popular treasurer of the association.

THE RETURN TRIP.

Saturday morning was spent in shopping and making business calls, the party gathering at the wharf shortly before noon ready to sail on the "Rapids Queen" for Prescott, there to connect with the "Toronto" for the trip up Lake Ontario.

At the wharf to say "au revoir" were Fred C. Lariviere, Capt. C. M. Strange, A. A. Bittues and many other friends and before sailing courtesies were exchanged, the party on the boat singing that the Montrealers were "Jolly Good Fellows," followed by cheers for all and winding up with the hardware yell. In return the party on the wharf gave cheers for their departing guests, wished them a pleasant voyage and said: "Come down again next year and we will accompany you to Chicoutimi."

Leaving the Wharf at Montreal.

Joys of all descriptions
Come to many men,
But 'tis that never wearies
To be asked to come again.

Sailing promptly at 12 o'clock, the party prepared for a restful afternoon enjoying the magnificent scenery along the Lachine Canal, Lake St. Louis and the succeeding locks going up the river. Steward King gave another proof of the interest the R. & O. officials took in the party by serving dinner early for the hardwaremen and offering the use of the dining room for a card party in the evening.

After dinner the party were called together in the main saloon by President Brocklebank who said he wished to say a few words regarding the visit to Montreal. This, he said, had been one of the most enjoyable events of his lifetime and he considered it an evidence of the value of the association combinging, as it had

done, both business education and social enjoyment, Mr. Brocklebank then requested Secretary Wrigley to come forward and presented to him the following address:

Presentation to Secretary.

Somewhere on the St. Lawrence,
Aug. 28, 1909.

Dear Mr. Wrigley:

We, the members of the Retail Hardware and Stove Dealers Excursion Party, feel that we cannot part without conveying to you an expression of our appreciation of your good work in organizing and arranging this party.

To you is due the fact that many of us are here. Week in and week out through Hardware and Metal you have extended far and wide the invitation and it is no fault of yours that hundreds more of our members and friends are not with us.

Your arrangements for our party were most complete, and from the time of our departure from Toronto last Monday until the present, there has not been one tiresome moment.

The excellent facilities afforded by you for becoming acquainted with each other have made us feel as members of one large family.

Your untiring energy in looking after our personal comforts and entertainment has entirely done away with the usual inconveniences of travel.

You may be assured that any and all sacrifices of time you have made for us are fully apreciated and we would ask you to accept for yourself and Mrs. Wrigley, this traveling bag and suit case, as a remembrance of the happy days we have spent together.

We cherish the hope that for many years to come you and your good wife may have an opportunity of making practical use of them, and we will look forward with pleasant anticipation to another party organized under similar auspices.

H-A-R-D-W-A-R-E
Retail hardware folks are we
Hammers and hatches, nails and tacks,
We've had a good time, on account of your acts,
H-A-R-D-W-A-R-E.

Signed on behalf of party,
D. BROCKLEBANK,
JOHN CASLOR,
A. W. HUMPHRIES,
CHAS. W. CONN,
R. C. CHOWN.

Mrs. R. C. Chown, Belleville, then read the following address presented by the ladies of the party:

W. F. McPherson on the Wharf at Prescott.

Dear Mr. Wrigley:

On behalf of the lady members of the Retail Hardware and Stove Dealers Excursion Party we esteem it a pleasure to tender you our sincere thanks for your untiring efforts to make this outing a great success.

We feel words would fail to express to you our appreciation for all you have done, both on the trip and during our stay in Montreal.

Signed on behalf of the ladies,
Mrs. R. C. CHOWN,
Belleville.
Mrs. D. BROCKLEBANK.
Arthur.

Mr. Wrigley, in responding, said a secretary's work had its pleasant and unpleasant features, but when a secretary knows his efforts are appreciated he is content to put up with some hardships. It is unpleasant to be in the embarrassing position of hearing nice things said of one's self but it will be pleasant in the years to come to have such tangible evidence of the appreciation of the members of the party in the shape of the magnificent club bag and suit case given for his own and his wife's use. He would value them and always remember the happy hardware family who had given them. Mr. Wrigley also thanked the ladies for their kind words and said he regretted that his wife had gone on to Quebec and so was unable to share his mixed feelings of embarrassment and pleasure. Trips of this kind entail a great deal of labor and expense and in his opinion it would be imposing on good nature to think of accepting the invitation so kindly extended to return to Montreal next year. Possibly in two or three years' time the association might hold another excursion.

A. W. Humphries, Parkhill, gave some reminiscences of the infant days of the association, and A. M. Watts, St. Catharines, followed by speaking as one who had done a lot of secretarial work. It is the little things that count, said Mr. Watts, and each member should try to do his share of the work. Fred Otton, Barrie; Robert Smith, Bolton, and C. W| Conn, Tillsonburg, spoke briefly of the value of the association to the trade, and W. J. Thompson, of Caverhill, Learmont & Co., spoke for the travelers, wishing the association continued prosperity.

Progressive Euchre.

Adjournment was then made to the parlors where a game of progressive euchre was played with A. W. Humphries and R. C. Chown, acting as masters of ceremonies. Mrs. R. H. Grieg, Streetsville, won the ladies first prize (a handsome purse); Miss Dunn, Syracuse, N.Y., second (an ebony clothes brush). Bruce Howson won the gentlemen's first prize of a set of military brushes, with J. H. Brent, of Caverhill Learmont & Co., taking second prize, a tobacco jar. A few hardware songs completed the evening's enjoyment.

On Sunday morning about three hours were spent in Prescott. Rain had fallen but the weather cleared splendidly and all voted the return trip as even more enjoyable than the trip down. Other stops were made at Brockville, Kingston, Charlotte, etc., and after a fine sail the party arrived in Toronto at 7 o'clock Monday morning, a few hardware yells being given before dispensing.

Side Trip to Quebec.

On Thursday night F. Y. W. Brathwaite, wife and two children, accompanied by J. R. Terrill, of Caverhill, Leamont & Co., took a side trip to Quebec by R. & O. boat, returning on Saturday morning in time to join the rest of the party in leaving Montreal for Toronto on Saturday noon. C. M. Brocklebank, Toronto, and Bruce Howson, Arthur, also visited Quebec at the same time.

The majority of the party preferred to remain in Montreal on Friday, however, and with little effort a party of about two dozen was organized to "do" the ancient capital on Saturday and Sunday, the party leaving Montreal Friday evening and arriving back early Monday morning, George C. Davis, secretary of

Frothingham & Workman, taking advantage of the opportunity to take the party for a tallyho ride around Montreal on Monday morning and leaving them at the wharf in time to take the boat for Toronto Monday noon. Arriving at Prescott the Quebec party were met by W. F. Macpherson and taken for a drive to Barbara Heck's monument before transfering to the "Toronto" from the "Rapids Queen." Group photos of the party were taken by Mr. Davis at the Montreal wharf and also in front of Mr. Macpherson's retail hardware store at Prescott. Mr. McPherson also distributed packages of souvenir post cards to the members of the party.

Monday evening on the "Rapids Queen" was enlivened by a call from Captain Stephenson for all the passengers on his boat to gather in the main saloon at 8.15 o'clock. Calling the crowd to order the captain announced that the hardwaremen who had spent Saturday evening on the "Rapids Queen" had left a parcel behind them in Steward King's charge, and as he wanted to see the parcel safely delivered he asked for Mrs. Wrigley and presented here with the suit case intended for her. Called upon for a speech Mrs. Wrigley responded briefly, she being followed by D. Cinnamon, Lindsay; J. R. Myers, Stratford, F. W. Jeffrey, Midland, and others, the balance of the evening being spent in singing variations of the hardware songs.

The Quebec party included: J. R. Hambly and Miss Hambly; D. Cinnamon, wife and daughter; F. W. Jeffrey, wife and daughter: J. R. Myers, wife and son; W. J. Bell, wife and son; A. Hobbs and wife; W. Conrad and wife; Mrs. Wrigley; W. P. Robinson and Miss Robinson; T. W. Cuncannon; W. L. Parrish and Miss Bullen.

SOME VALUABLE SOUVENIRS.

The Montreal manufacturers not only showed their hospitality by throwing open their factories for inspection and providing refreshments at every opportunity but they also showered costly souvenirs upon the excursionists, the expensive nature of some, of course, preventing their distribution to any except retailers and their wives.

In the accompanying illustration the box of candies (No. 13) provided by the Association Executive for each lady in the party is shown. Similar boxes were presented by Lewis Brothers and the Gillette Safety Razor Company, the ladies being well looked after in this respect. The men were also well provided for, at least those who smoked, as Hardware and Metal provided cigars (No. 11), the Pittsburg Perfect Fence Company, sent along cigars and Pittsburg stogies, and other firms also supplied "smokes."

Watch fob No. 1 was given all visitors by the Montreal Rolling Mills.

Fob No. 2 was given the gentlemen by the Martin Senour Paint Company, each man's initials being engraved on the back. The same company gave the gold plated bell (No. 3) to the married ladies and the cup (No. 4) to the ladies who are still marriageable.

The fan (No. 5), elephant stick pin (No. 14) and bottle of colors (No. 15), were given the ladies by the Canada Paint Company, while the silver elephant medallion (No. 15) was given to each gentleman visitor.

The Sherwin-Williams Company presented each lady with the Souvenir spoon (No. 8) and each gentleman with the pair of cuff links (No. 12).

Some Souvenirs of the Excursion to Montreal.

The Brandram Henderson Company gave hat pins (No. 9) to the ladies and watch fobs (No. 10) to the gentlemen.

The Thomas Davidson Company stamped out pin trays (No. 17) for each visitor, while Lamontagne, Limited, gave visitors an ash tray (No. 6).

The Gillette Safety Razor Company, for the men, had decks of cards (No. 18) and large bird's eye views of Montreal for all.

The badge worn by members is shown in No. 7.

Notes.

Larry Myers, of Stratford, lost his return ticket at St. Anne de Beaupre.

W. L. Parrish, Port Perry, was warden of Ontario County last year. He was slated to be the speaker at the civic reception on the mountain, but the event was called off.

Some conservative Montrealers are said to have been shocked at the amount of noise the hardware party made with their association yell while in Montreal. Guess there are a few things in Montreal which would shock Ontario hardwaremen. So it's a stand-off.

Any who failed to hear the Beeton Bell must have been asleep.

M. S. Madole, Napanee, sent a letter expressing his regrets at being unable to join the party, but promising to be on hand at the convention next February at London.

Some of the Songs the Excursionists Sung.

ONTARIO ASSOCIATION YELL.

H-A-R-D-W-A-R-E.
Retail Hardwaremen are we
Hammers and hatchets, nails and tacks,
We're out for a good time, so don't get an axe,
H-A-R-D-W-A-R-E.

STEIN SONG.

For it's always fair weather when hardwaremen get together,
With a stein on the table, and a good song ringing clear,
For it's always fair weather when hardwaremen get together,
With its crowd of good fellows, and its good songs ringing clear.

HARRIGAN.

Who is the man who will spend or will even lend ?
Cinnamon, that's me !
Who is your friend when you find that you need a friend ?
Cinnamon, that's me !
For I'm just as proud of my name, you see,
As an Emperor, Czar, or a King could be ;
Who is the man that helps a man every time he can ?
Cinnamon, that's me !

C-I-double N-A-M-O-N spells Cinnamon,
Proud of all the Canuck blood that's in me :
Divil a man can say a word agin me.
C-I-double N-A-M-O-N you see
Is a name that a shame never has been connected with.
Cinnamon, that's me.

Who is the man never stood for a gad about
Cinnamon, that's me !
Who is the man that the Association's mad about ?
Cinnamon, that's me.

The ladies and babies are fond of me,
I'm fond of them, too, in return, you see ;
Who is the gent that's deserving a monument?
Cinnamon, that's me !

CINNAMON PASSING CHOCOLATES.
No Wonder the Ladies and Babies are Fond of Him.

DOWN WHERE THE WURZBERGER FLOWS.

Take Russell Chown, Chown, Chown from where Quinte Bay flows, flows, flows ;
Let him drown, drown, drown all his troubles and cares and woes ;
Just order two seidels of beer for him,
If he don't want to drink, its merely a whim ;
The Rhine may be fine but "Say Corby" for mine
Down where the Quinte Bay flows.

CHEER UP MARY.

Brocklebank, please, don't be sighing, sighing :
There's a rainbow in the sky.
You look sweeter when you're smiling, smiling,
And the love-light's in your eye ;
Auction bells will not be ringing, ringing,
Ringing love for you and I.
D. B. dear, do not fear,
We'll be happy bye and bye.

MISTER DOOLEY.

There is a man who's known to all, a man of great renown,
A man whose name is on the lips of every one in town—
You've read, about him every day, you've heard his name, no doubt ;
And if he even sneezes the papers get an extra out.

For Mister Hambly, for Mister Hambly
The greatest man the 'sociation ever knew
Quite diplomatic and democratic
Is Mister Hambly, ambly, ambly, oo.

THE GOOD OLD SUMMER TIME.

In hardware excursion time
In hardware excursion time
Sailing down Ontario Lake
With a crowd so fine
You shake their hands and they'l shake yours
And that's a very good sign
That they're a very jolly bunch in
The Hardware excursion time.

HARDWAREMEN'S AULD LANG SYNE.

Of "Auld acquaintance" we are proud,
But here to-day we sing
Of new acquaintance with a crowd
That happiness should bring,
A proof of hardware faith may we,
In earnest give and swear
That as we are, we'll always be
Because we are "hardware."

OUR SECRETARY.

Author Unknown.

Tune—There is a tavern in the town.

Oh, Wrigley, Wrigley, you old bloke, you old bloke,
You thought you'd play on us a joke,
But here's a song fresh-made for you,
And in your own fat you shall stew.

Chorus :

Wrigley, dear, don't get excited,
This bad verse your own invited ;
And remember hens return each night to roost, to roost,
There now, old chap, keep cool, keep cool, keep cool ;
You taught us how to play the fool, play the fool,
So we'll give you this parting shot
And smite the iron when it is hot.

A man he is known all around, all around,
The fates on him have never frowned ;
Hardware and Metal is his field,
A mighty pen his fist doth wield.

His face is smooth, his eye is keen, his eye is keen,
His body stout, his cheek not lean ;
He still has hair upon his head,
Yet strange to say a wife he's wed.

He has a smile for those who call, those who call,
And once a week he smiles for all ;
Trips and conventions are his forte,
His creed—the hardware trade, and sport.

CASLOR LOOKING FOR THE FISHES
He Likes the Finny Tribe but Detests Fish Bones.

JOHN BROWN'S BODY.

Caslor ate some oysters, Caslor ate some ham,
Caslor ate some cucumbers, Caslor ate some jam,
Caslor drank a glass of milk, Caslor drank some beer,
Then Caslor wondered what made him feel so queer.
Whoop came the oysters, whoop came the ham,
Whoop came the cucumbers, whoop came the jam,
Whoop came the glass of milk, whoop came the beer,
John then knew what made him feel so queer.

Secretary Wrigley.

EXCURSION DRIFTWOOD.

The reception committee responsible for the official programme comprised: Fred C. Lariviere, chairman, Robert Starke, Geo. Caverhill, C. C. Ballantyne, Robert Munro, Geo. C. Davis, C. M. Strange, Alfred Jeannotte, Ross H. McMaster, James Davidson, A. E. Hanna, Geo. M. Edwards, Ald. G. Sadler, Alex Prudhomme, Max Hill and Dakers Cameron, secretary.

Cab 250 disappeared on the mountain drive, and Fred C. Lariviere, George C. Davis and Capt. Strange had to hoof it down the mountain after the crowd had left on Friday afternoon.

F. X. Y. Brathwaite, with his wife and two children, traveled the farthest of any in the crowd, going from his home at Blind River to the "Soo," and from there to Detroit and Buffalo by water, across from Niagara to Toronto by boat, then down to Montreal and Quebec and return with the hardware party.

Dan Cinnamon said he was tempted to shave off his beard when going through the Gillette Safety Razor factory.

No, there haven't been any engagements announced yet as a result of the trip, but chances are good. In fact, one couple were taken for husband and wife on the trip.

A few of the delegates paid a visit to the Dominion Wire Works, at Lachine, on Saturday morning; some also visiting the plant of the Dominion Oilcloth Co.

Charlie Smallpiece renewed many acquaintances made in the days when he used to carry a grip in Ontario. He is now a director of Lewis Bros.

George C. Davis, secretary of Frothingham & Workman, grew reminiscent on Friday, and told of how he had learned the hardware trade in the Chown store at Belleville.

On Friday night a party were taken for a moonlight sail on Lake St. Louis by G. C. Davis, of Frothingham & Workman, in the gasolene launch owned by C. O. Clark, of C. O. Clark & Bro., bell manufacturers.

In addition to the official programme there was a round of visits and amusements provided. Manufacturers and jobbers vied with each other in taking the visitors about. Open-house was kept in all the large establishments, and many visits were paid officially and unofficially to them. In fact, the visitors, encouraged by the manufacturers and jobbers, lost no time in sight-seeing, and it is safe to say that friendships were made and goodwill established between manufacturer, wholesaler and retail merchant that will never be broken.

W. H. Evans, of the Canada Paint Co., Montreal, wired Secretary Wrigley, from Prout's Neck, Maine, on Aug. 24, expressing his regrets at being absent on his holidays.

The Gillette Safety Razor Co. supplied the delegates with a map of the downtown business section, together with a pass to visit their plant. The Thomas Davidson Co. also supplied a similar map showing the location of their works.

An effort was made to get together a lawn bowling team to compete with some Montreal rinks. Robert Smith, Bolton, tried hard, but had to give up.

Captain Strange received the thanks of the ladies for the tally-ho drive given by Lewis Bros. on Thursday morning.

Heat, over-exertion, Montreal water or some other cause, put several of the party under the table. S. M. Burt and Mrs. Mallard had to have a doctor's assistance while in Montreal; F. W. Haggarth also went under on the mountain trip, and Mrs. Myers laid up a day at Quebec. And this isn't telling any tales on those who fed the fishes during the storm on the return trip.

Mr. Cinnamon, in a spicy talk on the boat going down, following the singing of "Cinnamon, that's me," said that he was proud of the association and was certain that a shame would never be connected with the association name.

If there was anything the R. & O. officials left undone in their efforts to provide the hardwareman a good time it hasn't been discovered yet.

C. Edward Wood, sales manager of the Cartridge Co., Montreal, was busy renewing acquaintances during the sail on the steamer Prescott.

C. E. Bailes, Oshawa, who formerly lived at Brockville, had a motor boat run from Brockville to Alexandria Bay on Sunday morning, boarding the "Toronto" at the latter place on the return trip.

Two members of the Quebec party came near having to sleep on the floor on the return trip. Instead of traveling with the crowd, they booked passages separately and made a mistake in the night. They finally got fixed up with inside berths. Moral: Stay with the bunch.

Over a hundred could not secure stateroom accommodation on the "Kingston" on Aug. 23. Every one in the hardware party had a berth, however.

John Caslor is happy because the association has gained several new retailers as members, and a goodly number of travelers as honorary members as a result of the trip. Then the secretary made $50 for the association by naming St. Lawrence Hall as headquarters. The association treasury will be slightly ahead after all expenses are paid. And look at the advertising the association got and the good time the members had.

The Sherwin-Williams quartette, G. E. Boomer, C. E. Thomas, A. E. Cowley and R. E. Stinson, made themselves useful by helping in the singing on the trip down the lake.

S. L. Adolph, Listowel, left his wife visiting friends in Toronto, but he says he won't do it next time.

George Caverhill, Montreal, said if the proposed trip to the Old Country is arranged he may go along to cash the notes for the retailers. J. R. Myers and W. J. Bell say they intend talking up the proposed trip.

Four kinds of badges were distributed: "Reception Committee" to the Montreal committeemen, "honorary member" to travelers who have joined the association, "guest" to the ladies and non-members, and "member" to new members who did not have the pad lock badges worn at the Hamilton convention.

C. M. Strange, of Lewis Bros., had a parlor suite on the boat going to Montreal and distributed candies and souvenir postal cards to the ladies.

A. M. Watt, St. Catharines, was probably the quietest man in the party but he thought a whole lot. He says one St. Catharines man attended the Hamilton convention and went back home an enthusiastic believer in association work. It's catching.

Going down to Montreal Caverhill, Learmont & Co., were represented by J. H. Brent, Frothingham & Workman by J. A. Fraser, Lewis Bros. by Capt. C. M. Strange, and Rice Lewis & Son by R. F. McKenzie.

S. E. Waffle, traveling salesman for Alex. McArthur & Co., Montreal, came from Smith's Falls to join the hardware crowd at Montreal, and manifested his interest in retail organization by bringing a new member, R. Hawkins, Smith's Falls, with him.

Mrs. Fred Otton, Barrie, couldn't come so Fred brought J. H. Brent, of Caverhill, Learmont & Co., along as his better half.

Court Thompson, of the Remington Arms Co., was renewing acquaintances with the party at Montreal.

A picture postcard shower was sent J. Walton Peart, St. Marys, by the members at Montreal. Mr. Peart was missed and his numerous friends wish him an early recovery to robust health.

Now for London. Let's make next February's convention the biggest and best yet.

G. Wayland Smith and G. W. Earl, of the Oneida Community, Limited, went down the lake with the party. They are a quiet pair, but made some good friends. They'll be on hand at London convention with an exhibit.

A music committee composed of Ed. Brocklebank, Arthur; S. M. Burt, Toronto; W. F. McPherson, Prescott, and R. H. Greig, Streetsville, ought to be able to get up a good song sheet for the London convention.

In an interview with the Montreal Herald on Aug. 28, President D. Brocklebank said: "It would do Ontario people a great deal of good to visit Montreal occasionally. Living at a distance we have some vague idea that the Government is expending millions on a harbor here. We somehow remain under the impression that this is so much good public money sunk into the improvement of the city's water front. The benefit to be derived therefrom appears local, or at best provincial. A personal visit soon dispels this notion. The harbor of Montreal, on being seen, soon impresses one as a national port in fact the gateway of Canada so that any expenditure made upon it redounds to the general good of the country at large."

Amongst those who had to back out at the last moment were W. J. McMurry and wife, Galt; Jas. McGregor, Caledonia; J. N. McGregor, Oakville; T. N. Dunn, Ingersoll; M. S. Madole, Napanee; H. T. Morgan, Peterboro; H. Gilles, St. Jacobs; W. S. James, Niagara-on-the-Lake; W. H. Richardson, Essex; T. S. Tait, Campbellford; I. B. Bradley, Latchford; J. S. Hall, Toronto; J. S. Willoughby, Cookstown, and G. A. Binns, Newmarket.

The weather could hardly have been made to order to better advantage. Wednesday, Aug. 28, was 96 in Toronto

trip down was made in glorious summer weather. It rained for half an hour on Thursday at Montreal and again on Saturday night. The return trip across the lake on Sunday night was not rough, it being warm and moonlight. The Quebec party, however, returning Tuesday night got into a cold wave and gale and a number had to go without their supper. While some were off color, few, if any, had a real dose of seasickness.

A bridal couple was captured by H. T. Hunter on the Toronto on Sunday afternoon in the persons of L. G. Maxwell, of D. Maxwell & Sons, St. Marys, and his bride, nee Miss Welch, of Stratford. They were enticed into the main saloon before disembarking at Kingston and treated to the wedding march played on the piano by Mrs. Greig, of Streetsville. Secretary Wrigley presented the blushing bride with a box of chocolates on behalf of the association, and after a vigorous hardware yell, the young couple were set free again.

LETTER OF APPRECIATION.

Editor of Hardware and Metal,

On my return from the most enjoyable and profitable outing of the Ontario Hardware Association I feel that I must express in some small degree my unqualified pleasant impressions of the trip.

The members of the party must feel deeply indebted to Mr. Fred Lariviere for his cordial hospitality and it seems to me that possibly the crowning point of delight in our little holdiay was the musical treat which we enjoyed at the Church of Saint Louis de France. Jollity, hilarity and the happiness of social intercourse, we had in abundance but to my mind the intellectual elevation provided by the singing of the magnificent choir of which Mr. Lariviere is president was the crowning treat of all our pleasure. I do not believe that I had ever so much as dreamed of such wonderfully delightful music, and the perfection of tone and expression which marked the splendid rendition of "The Last Seven Words of Christ" were of a class quite beyond my powers of description. Those of us who come from the west of Ontario and are not familiar with the artistic progress of Montreal were amazed at the wonderful beauty of this choir's achievements and I hope that at some day not too far distant we may be able to see and hear this organization on tour in our own province.

What I especially feel in regard to this splendid musical treat is that we should express to Mr. Lariviere our deep appreciation of his effort in our behalf as we are aware that it is to him that we are entirely indebted for the opportunity of hearing the choir.

With the most pleasant memories of our all too brief but delightful holiday together, believe me,

A. W. HUMPHRIES.

Parkhill, Sept. 1, 1909.

Fall Programme of a Progressive Furnace Man

A City Dealer Who Makes A Specialty of Furnace Contract Work Outlines Some of His Methods—Carries Stock Made Up And Makes An Active Canvass For Work.

It has been my custom, writes a furnace man in the Metal Worker, to lay out a plan for anything that I intend to do, and I have laid out a programme that I shall carry out in my fall furnace trade. Loss is sure to attend the attempt to do something without making provision to do it. I want furnace heating contracts, consequently I am advertising in the best paper here to get the attention of possible buyers, and I think this will get them to look me up:

COMFORTABLE HOMES NEXT WINTER.

Don't be misled by magazine advertising about heating, but let me show you a list of the Best Houses in our city which are made comfortable in all kinds of weather.

WITH GOOD FURNACES SET RIGHT.

Home comfort for the wife and children is too important to be jeopardized by the attempt to save a few dollars when a good job done by a man with a Good Reputation will insure

FRESH AIR AND NO WASTE OF FUEL.

I want your patronage, but only at a fair price for good furnace work that will give you satisfaction.

Let my competent men do your Overhauling and Repairing.

J. M. S.
108 N. Market St.

My furnace display is ready now, and my best man or I will meet everybody who calls in response to that advertisement. We can give any information wanted about running a fire, managing the cold air supply, how to heat some cold room, suggest changes to improve service, explain how an old house can be piped and heated, give a plan and estimate of cost and furnish whatever information is needed by the wife, her husband, a builder or an architect. We can show the furnace, the special dust-proof register boxes, boots and friction eliminating fittings, so that confidence is established. We spare neither time nor effort to provide what the customer may desire to see to feel sure that he knows enough about our goods and methods to make him dissatisfied with the treatment and impression received elsewhere. We never talk price until the feeling that our quality and our kind of work is just what is needed. Those who insist on talking price are first told that our reputation is based on the fact that quality is more important than price, and we prefer to make others realize the fact to talking price, which means nothing in the knowledge of how to do furnace work with the right furnace and fittings, but means rather a cutthroat competition that will not allow good work and good results, so that failure is sure to follow mere price work. We have a good many give their work to some one else, but we often have the remodeling to do, so that comfort can be derived. This preparation to meet the customers is supported by suitable short letters about putting furnaces in order for fall use sent to all property owners and a busy canvass to discover where work may be secured.

Prepared To Do Work Quickly.

Now all this we know from experience would overwhelm us if we did not have a stock of furnaces to draw upon and a nice lot of pipe, elbows, register boxes and fittings all made up, and patterns for special things, so they can be made quickly when needed. Our stockroom is well arranged, and with what it contains we can put a furnace in a house and have a fire in it in one day, even if all the pipe connections may not be made. Good men can do far more than the pick-up botches who claim to be first class, and I or my foreman can show good men how to save time and themselves, and how to go about doing an emergency job in "short meter." All work is done to drawings and to measure, and one man can take up another's work and carry it out with our methods.

You can see now that my programme consists of seeking out the buyer while my men are making up the stock and getting everything ready. That we know what makes quality in every detail and can explain the advantage of quality so that our shoppers get the idea that it is all important, and this idea never leaves them after we show them the pictures of some of the houses we have heated, then the plans showing how it was done, then the letters expressing satisfaction, then the amount of coal burned. All this means that I have been working to perfect my plan of selling furnaces for several years and now it is working smoothly, showing in results that it is well worth all the energy I have spent in getting it into operation. It is no plan for a lazy man, but it is one that I find people like well enough to recommend me to strangers who like it well enough to pay me more money and get one of my quality jobs in preference to a competition job. Now it is not all easy. I find that I am continually trying to educate some builder or owner up to my kind of work, and

sometimes it takes three or four years for the facts to take hold strongly enough to bear fruit. Naturally I lose many jobs and all cheap operation work, but I canvass them just as hard, and frequently I get some special job from buyers of cheap work, and this flatters me that the campaign of education is not all lost, but has a beneficial effect. There will always be cheap work and there will always be good work at a profit for the capable furnaceman who also has push and enterprise.

HARDWARE LETTER BOX

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Gas Fixtures.—Grant & Morin, St. George, N.B., write: "Could you give us the names of firms which wholesale gas fixtures such as chandeliers, brackets and globes?"

The James Morrison Brass Mfg. Co., Toronto; the James Robertson Co., Montreal; and T. McAvity & Son, St. John, are wholesaler dealers in these goods.—Editor.

Dawson & Thompson, Fort William, ask the name of a manufacturer making a cheap water filter, intended to stop splashing at a tap.

The Anti-Splash Filter Co., Owen Sound, are makers of such an article.—Editor.

Howe Scales.—A. E. Bottum, of Bobcaygeon, writes: "Can you inform me if the Howe scales are manufactured now, and if so, who is the agent in Canada?"

The Howe scales are made in Boston, Mass., the Canadian agents being Frothingham & Workman, Montreal.—Editor.

HARDWAREMEN AT EXHIBITION.

Among the out-of-town hardwaremen visiting Toronto during this first week of the Exhibition were noticed the following: W. S. Everett, Thamesville; R. F. Johnstone, Acton; J. McClelland, Palgrave; Clumas Blashill, Springfield; A. Ruggle, Floradale; A. Tucker, Norwood; W. H. Martin, Woodstock; Leeds Richardson, Maple; Geo. Thompson, Egbert; G. Adamson, Orangeville; A. J. Scott, Gelert; J. Patton, Ceylon; J. McIntyre, McIntyre & Hills, Seaforth; H. Spoffard, Elmira; J. Orton, Orton; C. Southon, Lakeport; H. Soward, Minden; W. A. Halliday, Millbrook; Geo. Detweiler, Cargill; G. McFarland, Queensville; W. J. Caven, Erindale; S. E. Eakins, Millbrook; John Cowan, Drumbo; M. Howarth, Hillsdale; J. W. Morrish, Highland Creek; F. H. Dale, Hillsdale; J. T. Holmes, Whitechurch; C. F. R. Taylor, Carleton Place; J. Carr, Carr Bros. & Co., Thornbury; James Edgar, Sunbridge; W. H. Knowles, Highland Creek; L. Elsley, Nassagaweya; T. G. Proud, Walter Falls; J. Webb, Allendale; Anton Wagner, Arnstein; J. N. McGregor, Oakville; H. Linden, Leamington.

HARDWARE TRADE GOSSIP

Ontario.

Chas. Soules, hardwareman and tinsmith, at Richmond Hill, is succeeded in business by F. Batty.

The St. Mary's Hardware, Ltd., report having a large number of heating and plumbing contracts on hand.

John Owen, of the Auto Strop Razor Co., Montreal, called at the Toronto office of Hardware and Metal on Wednesday.

The Moffat Stove Co., Weston, have issued a neat booklet inviting hardwaremen to visit their display at the Toronto exhibition.

Louis A. Ewald, cashier of the Fletcher Hardware Co., Detroit, has returned to that city, after spending his vacation with his parents in Preston.

It is understood that H. T. Morgan has disposed of his interests in the Peterboro Hardware Co., Peterboro, and intends removing to the west.

Fred C. Lariviere, Montreal, was a visitor in Toronto this week, as a guest of the Toronto Exhibition Board, representing the Mortreal Chamber of Commerce.

C. E. Noble, who recently sold out his hardware business at Dundalk, left last week for Vancouver, on a two or three months' trip. He has the western fever, but wants to see for himself before finally locating.

Taylor Bros., Carleton Place and Almonte, have purchased the business of D. J. MacNab, Lanark, and have placed T. L. Simpson in charge as manager. Frank Taylor was in Toronto Monday engaging four salesmen for his company's three stores.

L. Acheson, of Ottawa, has accepted a position with the Orillia Hardware Co. as head clerk, and commenced duty last week. Mr. Acheson is a good singer, and was formerly bass soloist in one of the Ottawa Presbyterian churches. He has spent the past four months in Kenora.

Quebec.

J. A. Jackson has closed up his hardware business at Montreal.

J. A. Massicotte, hardwareman and grocer, at St. Perpetue, has assigned.

T. H. Jordan, of A. C. Leslie & Co., Montreal, has been on a trip to Quebec.

P. McNaughton, of the Dominion Iron & Steel Co., has been on a visit to Montreal.

H. W. Aird and W. H. Evans, of the Canada Paint Co., Montreal, have returned from their holidays much benefited in health.

The Montreal reception committee at the recent American Numismatic convention in Montreal were all hardwaremen, L. Gravel, Carriage Hardware Co.; P. O. Tremblay, and J. Reid, of Caverhill, Learmont & Co., and these gentlemen have each been presented with a beautiful bronze placque by a celebrated French artist, as an appreciation of their efforts in giving the convention the most enjoyable meeting they have ever had.

Owing to J. R. Kinghorn, assistant to the general manager of the Montreal Rolling Mills, having severed his connection with the firm and gone to reside in British Columbia, several changes have been made in the staff of the company. R. H. McMaster has been appointed assistant general manager, A. H. Hough, general sales agent; A. J. Wood, formerly in charge of the advertising, sales manager of department A., while H. T. Diplock succeeds Mr. Wood.

Western Canada.

S. Fielding, hardwareman, Beinfait, Sask., has assigned.

T. W. Miller's hardware store at Shoal Lake, Man., was damaged by fire a week ago.

R. Buck, formerly of Cadham's Hardware Co., Portage la Prairie, has accepted a position with Burns Bros. & Grassie.

Three million dollars is the estimated value of harvesting machinery, including threshing outfits, binder twine, distributed throughout Saskatchewan through Regina agricultural implement houses during the present season.

Maritime.

J. Girvan Elderkin, junior member of H. Elderkin & Co., Port Greville, N.S., died on August 10.

CANADIAN STEEL MERGER.

A despatch from Hamilton says a giant merger, embracing all the Canadian steel plants, is planned by all the industries concerned. The officials of the Hamilton Steel & Iron Co., however, when seen about the rumor, refused to confirm the story.

The steel bounties cease next year, and it is thought they will not be renewed. As a result, the report was circulated that a giant merger was proposed.

NEW INDOOR CLOSET.

The Toronto Furnace & Crematory Co., 72 King Street East, Toronto, are placing on the market the Daisy indoor sanitary earth closet. It is made entirely of metal, with the exception of the hardwood seat, so that no odor can permeate it. It is neat in appearance and resembles in appearance an ordinary porcelain closet.

It retails for ten dollars, and this price leaves a good margin for the dealer. The closet is compact and easily installed. A very attractively illustrated circular has been issued by the company, which will be sent to any dealer upon request.

The Provincial Government has awarded the contract for the construction of the addition to the North Bay Court House to R. Wallace & Son, that firm being the lowest tenderer. The contract price is $4,300.

HARDWARE AND METAL

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THE RETAIL HARDWARE EXCURSION.

A notable event in hardware trade history was the successful excursion conducted by the Ontario Retail Hardware Association from Toronto to Montreal last week. While manufacturers and newspapermen have frequently traveled long distances in similar excursion parties, no gathering of Canadian retailers has ever before gotten together in such numbers for a week's travel in which the bulk of the party traveled nearly 1,000 miles, some even making a round-about trip from the Soo to Quebec, the return trip totaling almost 2,000 miles. The excursion will be long remembered by the hundred odd in the party and will undoubtedly greatly strengthen the association.

The hardware manufacturers and wholesalers of Montreal fully realized the importance of the event and the record of open-house entertainment they made was in keeping with the centuries-old reputation for courtesy and hospitality of the citizens of the sister Province of Quebec.

Although the Montreal hardwaremen have invited the retailers to again visit the Royal City next year, it is too much to expect that another excursion of a similar magnitude be arranged so soon.

That the retailers are sound business men is shown by the fact that time was reserved for the discussion of association business and the meetings were well attended, in spite of the strenuous programme of entertainment which left little time for relaxation.

Congratulations are due the Retail Hardware Association for the remarkable success of their first excursion, and the thanks of the retail hardware trade in Ontario are due to the manufacturers and jobbers of Montreal for their splendid programme of entertainment.

THE VALUE OF EXHIBITIONS.

As a school of instruction, if for nothing else, the annual fall exhibitions held in various parts of the Dominion should be attended by hardwaremen and merchants generally. Many merchants have in the past abstained from visiting the exhibitions because, as they said, they did not get business there and they did not care or could not spare the time to go as spectators. However, no hardwareman who wishes to make a success of his business can afford to ignore the opportunity which these exhibitions offer for gaining knowledge which may be utilized profitably long after the exhibition has closed.

The hardwareman comes into close and daily contact with the consumer and it should be his duty as a leader in the community to make himself fully conversant with everything on the market likely to be of interest to the private customer. To this end the hardwareman should make a point when visiting the exhibition of viewing it with care, insight and intelligence in order that he may be equipped with information when later on it is called for in the ordinary course of business. The hardwareman has to maintain a daily exhibition and he should ever be ready to seize every occasion for improving its powers of attraction.

IRON SCRAP AND U. S. TARIFF.

After a month's experience of the working of the new United States tariff on scrap iron and steel it is a little easier to express an opinion on the change. It will be remembered that the old duty on scrap iron and steel was $4 a ton. This was reduced to $1 a ton. At a glance this reduction appears to be quite a fair concession.

Until the tariff had been in operation for a time, local metal men preferred to express no opinion. Now that opinion is expressed in two ways. The makers of iron in Canada do not welcome the change, as it will tend to raise the price of the old metals to them. As the country's consumption of iron and steel expands, the supply of scrap increases, and demand increases also, for iron workers find that the use of scrap is a great aid in the making of new iron and steel. These iron makers state they could use more scrap than they are getting at home, but the price has been too high to import supplies.

The scrap men tell a different story. They state that they have plenty of stocks, but were unable to unload because until the new tariff came into force the Canadian iron and steel plants practically made the price at which they would buy, and if that price was not satisfactory then the metal man could keep his stocks. Now things are different. One Toronto firm during the first week the new tariff was in force sold on one order 1,000 tons of scrap iron and steel to a Pittsburgh concern, which kept them busy filling for three weeks. The other firms have got some smaller orders, and are trying to book more—all of them at higher prices than could be obtained two months ago. Of course there must be taken into consideration the fact that the metal market is rising, but even so metal men, because of the higher prices obtained, are enabled to pay higher prices to hardwaremen and others for stocks. The scrap men also point out that even with a tariff against them Canada exported $109,000 worth of old metal during the last fiscal year, while the imports were almost nil. Whether the lowering of the tariff is a benefit or otherwise to Canadian trade depends on the spectacles one looks through.

CONCERNS IN CEMENT MERGER.

The big $30,000,000 merger of Canadian cement companies, mentioned in Hardware and Metal several weeks ago, and of which Sir Sandford Fleming is president, includes the following cement plants in the Dominion:

The Vulcan Portland Cement Co., Montreal; the Belleville Portland Cement Co., Belleville; the Canadian Portland Cement Co., with properties at Marlbank and Port Colborne, Ont.; the International Portland Cement Co., Hull; the Western Canada Portland Cement Co., with properties at Exshaw, Alta.; the Lakefield Portland Cement Co., of Montreal; the Lakefield Portland Cement Co., of Lakefield, Ont.; the Owen Sound Portland Cement Co., of Owen Sound; the Alberta Portland Cement Co., Calgary.

Negotiations are on with the Lehigh Portland Cement Co., Belleville, but a contract has not yet been completed. The new company also proposes to construct plants immediately at Winnipeg and Victoria, B.C., where large deposits of suitable material have been discovered.

The world's production of aluminum in 1908 is placed at 56,000,000 pounds compared with 42,000,000 pounds in 1907 and only 20,000,000 pounds in 1905. The average price declined from $1,000 per ton in 1906 to $500 in 1908.

DEBTOR WANTED TO BORROW.

Many stories have been told of how bankers have cultivated the saving habit amongst farmers and the latter, while having savings bank accounts have withheld payment of accounts due merchants for several months.

Here is one which illustrates the altogether unreasonable proportions which sometimes confront the merchant. A farmer owed a storekeeper $100. He was well off, but the merchant was short just then. The farmer was unwilling to tap his bank account.

"But I must have the money," said the hard-pressed merchant.

"Well, then," suggested the farmer, "why not borrow the money off me? I'll let you have it at 6 per cent.?"

And the merchant's finances were at that time in such a condition that he had to accept the farmer's very generous proposal.

Still another story is of a farmer in a small town who ran up a bill with the merchant to the extent of about $80. He was a well-to-do farmer, and that is why the account was allowed to grow. It was an hereditary custom. The time came, however, when the merchant decided to get after his man. One day the farmer entered the store. To the merchant he looked like $80.

"Dropped in to settle that little matter?" he asked.

"No, not exactly," replied the farmer, hesitatingly. "It's just this way. The young banker here was over to my place last night and he convinced me that it would be a good thing to have a bank account. He's an awfully decent chap, and he suggested that it would be nice if I had an even $100 to start on. Now I've only got about $80 and I want to know if you could lend me enough to make up the balance?"

THE CLERK WHO WINS.

Nothing, perhaps, does more to hold a man in the favor of an employer than efficiency. There are always those who can do the work fairly well, if someone else does the planning. Really efficient workers are always scarce. There may be men who can do work well up to a certain standard, but who need more or less watching to see that they maintain the proper standard.

The clerk who succeeds to-day in any line of business is the one who does a certain amount of thinking for himself and puts it into practical use, the one who decides on points of interest, points that will help to promote his employer's business. There are those who have still to work well when the work is clearly defined by the judgment of others, but who lack judgment themselves.

In a short conversation with a leading merchant the other day, he said that he made it a practice to advance the clerks who took and showed an interest in the welfare of the business. If he saw a clerk doing his best and originating new ideas he gave him the preference every time over the clerk who simply did what was required of him and no more. And after all, it's the little things in life that count. It's the little extras that count in any business; it's the same little extras that the clerk puts into his work that attract the attention of his employer.

The clerk that succeeds is not the one that closes up shop sharp on the tick or that comes to work a trifle late in the morning. It's the very opposite, and it's the clerk that puts in a little overtime without grumbling that draws the fat salary. There are thousands of more or less incompetent persons who hold their positions chiefly because of the lack of better workers to take their places.

The intelligent employer is always ready and glad to shift some of the burdens from his own shoulders onto a competent clerk, and it's the competent clerk who works up into his employer's estimation that begins to share the responsibilities of the business, and gradually finds that his ready cash is growing in large bank accounts. Even if the employer's appreciation is not always expressed outwardly in words, it is there, and in his own heart he finds much satisfaction in having a really efficient man to lean upon. Young clerks, to succeed, must apply their stored-up talents to good use, to uses that will have a tendency to make the firm they work for prosperous.

BUSINESS MEN NEEDED.

It is refreshing to note that business men constitute a goodly portion of the recently formed Cabinet in Newfoundland, following upon the recent defeat of the Bond Government and the ascendency to power of Sir E. P. Morris and his colleagues.

The cabinet consists of eight members, and of this number three are men who are engaged in business in Newfoundland, and of the others, one has had a thorough business training. It may practically be stated, therefore, that fifty per cent. of the cabinet is composed of business men.

While this condition of affairs in Newfoundland is gratifying, we in the various provinces of the Dominion would by no means be averse to seeing similar conditions prevailing with respect to our legislatures and our federal government. It seems a too-serious matter that so few men acquainted with our internal business affairs are sent to represent us in parliament and selected to form our cabinets, when practically the progress of the country depends on the way in which the web of business is woven.

IMPORTANCE OF SIGNS.

Keep your name before the public—is a motto which should be hung up in the mind of every business man.

A trip through the country districts impress one with the absence of signs used by retailers and manufacturers—a condition of affairs which can and should be rectified without delay.

Large manufacturing plants are observed with not a sign to show the name of the company or the products turned out.

Similar lack of interest and enterprise is noticed among retail merchants in some country town and village districts. Signs can be procured at little expense and every merchant who is not prejudiced against his own name should have it appear on the window, store or awning as well as in as many other conspicuous places as possible.

Sometimes the best window space in a store is taken up to advertise somebody else's products, but there is not an inch of space to indicate who even owns the store. Signs are clearly a good advertisement and their importance must not be overlooked.

Retail mail order houses are wise enough not to try to combat the merchant's strong points—they simply take advantage of his weak ones.

SOME EFFECTIVE WORK.

A splendid example of the effectiveness of retail organizations is provided by the work accomplished by traders' associations in the Old Country as regards the keeping up of retail prices. So effective have their operations been that the Civil Service Supply Association—established since 1866—has had to conform to manufacturers' ultimatums so far as fixed minimum prices to consumers are concerned. The following advertisement from a London paper explains the situation tersely:

"The Civil Service Supply Association, Limited, established in 1866 not to make profits, but to supply the best goods at the lowest possible prices for cash, now finds that pressure from traders combined in an association for the purpose of keeping up the retail prices of proprietary articles has caused certain manufacturers to fix minimum prices below which their articles must not be sold. To meet this action the Civil Service Supply Association has decided that the extra profits derived from the sale of those articles shall be utilized in reducing the prices of the great variety of other goods in which there is and can be no limitation of price."

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

MARKETS IN BRIEF.

Montreal.

Copper Advance of 1/4c.
Turpentine—Advance of 3c.
Linseed Oil—Up 1c.

Toronto.

Linseed Oil Advanced 1c.

MONTREAL.

September 3.—A fair amount of buying has been done this week especially in tin and copper, the advanced price in the former metal not checking the demand in any way. This shows how light stocks are. It is safe to say that even much higher prices would not pull down the sale as the metal is wanted. Users generally seem no more inclined to buy ahead than they did, and the purchasing will be of the hand-to-mouth description until rapidly rising markets give some consumers a rude shock.

Tin is unchanged this week. Higher prices looked at one time likely, but the English market fell away again, and no change was made. There was some heavy buying in London principally on American account, but afterwards the bears had a look in again. Copper strengthened in the local market and prices have been advanced 1/4c. This was due to the stiffer tone in New York, and to the good local demand. The pig iron market is very strong, and orders are swinging in well, not only for imported pig but for Canadian as well. Lead is somewhat stronger in tone, but there has not been enough improvement to help prices in any way. There is a better demand in a small jobbing way. Spelter remains as firm as ever. The English market has gone up, and so has St. Louis. Galvanized sheets are in very good demand with prices firm. There is no disposition on the part of jobbers to cut prices on English sheets, although the home market is cut very badly.

Altogether there is a very good tone to the market. Jobbers are satisfied with local conditions, and a good buying movement is in evidence.

PIG IRON—There is a good call for pig iron, both imported and Canadian. Orders swing in steadily and delivery is not so easy as it was. Heavy consignments will be needed right up to the end of navigation. There is a very good tone to Canadian pig iron, and with the United States market so strong local prices have an advancing tendency. Furnaces have plenty of orders, and the prospect looks very good. The United States iron market is strong and active with an upward tendency in prices. All grades are in demand, and heavy sales of Bessemer, basic, and foundry iron are reported. The steel market increases in strength with no important prices changes. Owing to heavy specifications on old contracts the mills are being set back in delivery. There is an advance in Cleveland warrants which are now quoted at 51 shillings and fourpence. There is a much better tone to the Old Country markets, and good orders are coming in both for iron and steel.

TIN—There has been no change in tin this week. At one time it looked as if a further advance was likely, but the English market fell away again, and the local price remained at 33½c. Trade has been very good, and with the light stocks users have not stopped from buying. Rather has the advance in price caused much more interest to be taken in the situation. Some heavy buying has taken place in the English market, but the bullish movement had a set back during the middle of the week. There is no doubt that the legitimate consumption is very good at present, not only in England but in the States, and there is therefore a strong basis for the bulls to manipulate the market.

COPPER—Owing to a good demand and a firmer feeling in New York, copper prices locally have been advanced 14c and we now quote 14½c for ordinary lots. Inquiries continue very good and consumers seem to be much more interested in the markets than they were. The English market has sagged but despite the fact that conditions in London are bound to have an effect upon the New York market, figures across the border have kept very steady. Consumption is reported very good, and sellers are shy on future delivery. A good deal of confidence is felt in copper.

SPELTER—Spelter is unchanged at $5.75. There is a good demand, with a fair number of inquiries. The English market is mounting higher under a good demand with supplies held strongly. The St. Louis market is firm with little change.

LEAD—the local demand for lead shows improvement, and there is a brighter tone to the market. The jobbing price of $3.50 is unchanged, however, with Trail at $3.40. Some improvement has taken place in the English market under a somewhat better demand. But the situation is not at all favorable as stocks are very heavy.

TORONTO.

Sept. 3.—The metal situation keeps increasing its pace, and just now trading is near the high-water mark. In the United States the large steel and iron concerns are running at about 95 per cent. of what they were doing before the break in 1907. Here in Canada no such estimate has been given out, but the revival in trade was noticeable with us before it was across the border, and while the advance in the United States during the past several months may have been more rapid than here, it must not be forgotten that we had not so far to travel.

Business is splendid locally. Prices have not changed, but all metal quotations are firmer than they were during the past couple of weeks, and all the metals are much stronger. Across the border steel prices are firmer, and pig iron now at the new and higher level is being sold in larger quantities. The Pittsburg market showed great activity during the week, rail and track supply lines being the only branches holding back. Bessemer keeps on advancing, and semifinished deliveries are getting further behind. These conditions have had an effect on Canadian trade to some extent, and at present scrap metals are creating some interest.

PIG IRON—The demand for iron is picking up very materially, and the new prices announced last week are firm. Manufacturers of agricultural implements expect and are getting good business, and stove manufacturers are also. Eminent men in the trade think that the volume of trade this year will be fully as large as it was in 1907, though the prices may not be so high. Next year, it is expected will be a bumper one for manufacturers and consequently a good one for pig iron. Orders call for larger quantities, and both Canadian and imported iron is selling well. No. 1 Canadian foundry is about $20; No. 3 Middlesboro' is $20.25, and Cleveland $20.75.

COPPER—While the local situation with regard to the red metal is unchanged, it cannot be said that that situation is unsatisfactory. True, more business might safely be done, but the difference between consumption and production is yet very great, though diminishing. The speculative element abroad, too, has helped weigh copper down and prevent it coming to the front as readily as it should. Trading is fair at quotations ranging from 14c to 14½c a pound for lake and casting ingots.

LEAD—This metal is again coming to the front. Just now it is active and the price may go higher. The quotations last week of $3.50 and $3.60 for native and imported pig remain the ruling figures this week, there is this difference, however, that the price was a trifle easy last week, but the tone is quite firmer at present.

SPELTER—Higher in the primaries and very active locally is in short the present situation of spelter. The Toronto quotation is $5.70 for small lots.

SHEETS AND PLATES—Steadily good business is being done at unchanged prices.

TIN—This metal is becoming active after the summer's fair business. The tendency is towards higher prices, but the local quotation remains at 32½c.

OLD MATERIALS—Trading with the United States in old iron and steel has opened the doors to better business. Stocks are changing hands more rapidly and there is a good feeling among the dealers. They are paying for old lines as follows: Heavy copper wire, 11¼c; light copper bottoms, 10½c; heavy red brass, 10¼c; heavy yellow brass, 8¾c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3½c; No. 1 wrought iron, $11; machinery cast scrap, No. 1, $16; stove plate, $13; malleable and steel, $8; old rubbers, 9c.

HARDWARE MARKETS

MONTREAL.

Sept. 3.—The fall movement has started in earnest. Jobbers are now shipping those goods booked some weeks back, while immediate delivery orders are going out as fast as they can be packed up and consigned. There is a very encouraging tone to trade generally. Travelers report a confident feeling among retail merchants, and with stocks admittedly on the light side good business is maturing.

Booking continues on the light side, but there is an encouraging movement in lumbermen's supplies. Early fall lines are in good demand for immediate delivery, and many merchants are taking their sleigh bells, weather strip, hockey sticks, and skates at once. Sporting goods are in active call, and the season promises to be a very fine one. Guns, ammunition, shot, powder wads, and hunting knives are now prominent. Cutlery and plated ware are also showing better strength.

The markets are very firm. Bolts and nuts are exceedingly stiff under a good demand. Wire is also firm, but unchanged. Altogether the tone of the markets is good, and jobbers are satisfied with the trade doing.

BUILDERS' HARDWARE. — Builders' hardware continues to move in a very active way. Orders come in from all parts. There is a strong run on lock sets, and delivery is harder than ever to obtain from the manufacturers. We quote, lock sets (inside) $4 per doz. and up, lock sets (outside) $12 and up, common rim locks $1.10 per doz, porcelain knobs $1.10 per dozen.

FALL LINES—Orders booked earlier in the year for early fall lines are now being shipped, while immediate delivery orders are coming in freely. There is a good movement in sleigh bells and weather strip, lanterns, burners, cow ties, halters, and horse blankets. Fruit presses still continue in active demand, while cutlery and plated ware are commencing to show strength again. House cleaning lines are improving, especially locally, now that so many people are returning from the country. Carpet sweepers, mops, pails, polishes, scrubbing brushes, granite and tin ware are most prominent. The market generally is firm.

MINERS' SUPPLIES. — There is a steady demand for miners' supplies, especially for picks, drilling hammers and drill steel. The market is unchanged, and we quote: Miners' picks, 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS.—The market continues very firm in tone, and an advance may come at any moment. The demand is good, but supplies are sufficient to take care of any orders coming in at present. We quote: Discounts on carriage bolts, ¾ and smaller, 70; machine bolts, ¾ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½c.

SCREWS—The demand is very active. The common sizes are in most prominent request, and it is evident that dealers stocks are not over plentiful. We quote: 85 and 10 off for flat and round head, bright; 75 and 10 off for flat head brass, and 70 and 10 for round head, brass.

LUMBERMEN'S SUPPLIES—Booking has started for lumbermen's supplies, and indications point to a better movement than was noticed last year. The market is firm, and we quote: Cant hooks, $12 a doz. and up; axes, $6.50 a doz. and up; axe handles, $1.15 and up; cross-cut saws (inferior), 25c per foot and up, better grades 43c per foot and up; axe wedges, 25c a doz. and up. Lumber camp supplies, such as pots and cooking utensils are also moving well.

SPORTING GOODS—A strong demand has developed for guns, ammunition, shot, powder, gun wads, hunting knives, skates and hockey sticks. Other hunting requisites and camp supplies are also moving well. Football outfits are in demand, and also gymnasium accessories.

SHOVELS—Shovels are in fair demand at unchanged prices. We quote: First and second grades of spades 60 and 2½, 3rd and 4th, 50 and 2½. Scoops, 1st and 2nd grades, 50 and 5, 3rd and 4th, 45 and 5.

WIRE.—An improvement is noticed in wire lines, and some good orders have been consigned to country districts. The market is unchanged, and we quote: Barb wire, car lots and mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots f.o.b., Montreal. Coiled spring fencing, $2.30; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.25 base. Other lines $2.30 f.o.b., Montreal.

TORONTO.

Sept. 3.—The two last weeks in August made that month make a fair showing alongside of the previous two, and September is starting off with splendid orders. Jobbers speak in almost jubilant tones when telling of this year's business, which is expected to make a new record. Fall demand has opened, many hardwaremen coming in person to select their season's stocks. The Exhibition weeks see the travelers about the warehouses looking after their customers, and showing them the new goods, as well as picking up business.

Farmers are not yet buying, the hardwaremen from the rural districts saying they have not yet finished garnering their crops. "It means good business later on," they state. Prices are firming up and the hardware situation is more steady. Demand is made for tools and builders' hardware with especial emphasis on wire nails. Household goods, particularly washing machines, have come to the front, as have also cutlery and some few presentation lines. Guns and ammunition are at a rush.

BUILDERS' HARDWARE—It is but repeating an old story to state that this line is vigorous. Not since the early spring has there been a let up in trading, and just now hardwaremen who cater specially to this branch of trade say that so far as local business is concerned they are "head over ears" involved in work and are much behind with filling orders and even in getting out requirements for specified works. All kinds of locks and bolts, keys and hinges, knobs and latches, bells and knockers, etc., are going out in fair quantities, the majority for buildings being erected in the city. The permits granted are as great as ever and the end is not yet.

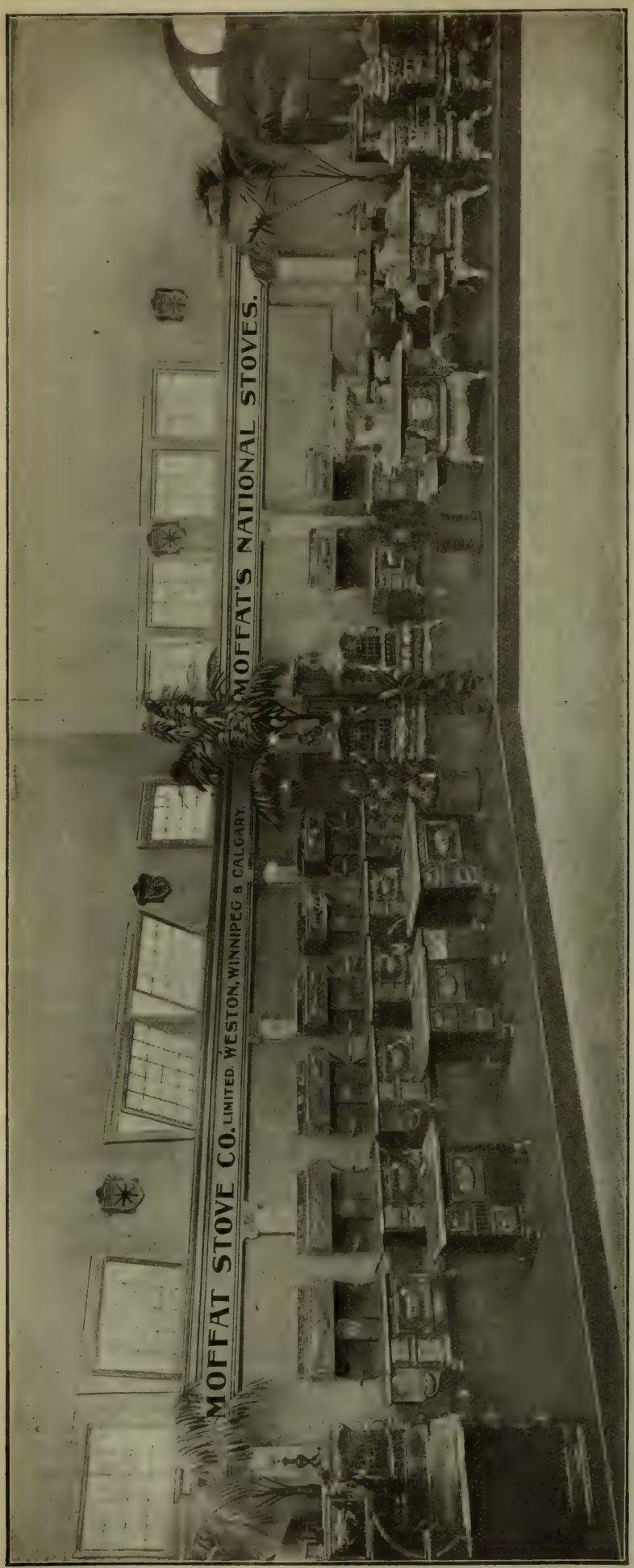
HOUSEHOLD GOODS.—Washing machines, wringers, boilers, tubs, boards, and the rest of the paraphernalia, are going out handsomely to some of the Western Ontario towns and villages. Housecleaning goods generally have received quite an impetus. The holiday season is about over and this is the first indication of the opening of fall business. Some good enamelware orders have been placed this week.

FALL LINES.—While jobbers report the opening of the fall season, not so the country hardwareman. The latter is stocking up, however, in anticipation of big buying when the farmer gets a little breathing time. Some good cutlery sets are shown, and as well some presentation lines in cut glass, beaten brass, silverware and leather goods, not usually carried by the ordinary hardwareman. These are in addition to the usual shelf lines and farm tools and goods bought in the fall season.

HEAVY GOODS.—Wire nails are exceptionally good sellers. Not since the opening of spring has there been any let up in demand. During the very warm weather there was an easing up, but now again they are in big demand. Cut nails are rather slow, but screws are going with a rush. Nuts and bolts are steady and structural steel is fair. Rods, bars and pipe are fair, with a marked increase in demand for certain small sizes of pipe.

SPORTING GOODS.—With a rush the movement of guns and ammunition is going on. The opening of the shooting season has not only induced inquiry, but some splendid sales have already resulted. Outdoor sporting goods have eased up perceptibly, though football lines are beginning to be asked for.

The Colonial Steel Company of Pittsburg, as the result of a long series of experiments dealing with the welding of copper and brass to steel, announce that their method is now a success. By this new method trolley wires can be covered with steel, copper sheathing for vessels can be strengthened by the same material and telephone and telegraph wires can be fashioned so as to afford the highest resistance to the elements with the least possible weight.



In the old place at the old stand in the Stove Building, Toronto Exhibition--but with new goods, including our NEW Canada National Gas Range--Guaranteed to be superior in design, construction and economy of gas to any imported range on the market.

THE HIGH SPEED WASHER
PATENTED, FEB 23-09

THE HAND AND FOOT POWER ON THE HIGH SPEED WASHER IS ONE OF THE EASIEST MOVEMENTS KNOWN IT IS MADE DOUBLY EASY BY THE LARGE FLYWHEEL UNDER THE TUB WHICH ACTS AS A BALANCE WHEEL ON AN ENGINE IT KEEPS THE MACHINE GOING WITH JUST A LITTLE ASSISTANCE FROM THE OPERATOR. CALL AND SEE IT AT

The Toronto Exhibition in exhibit of

ENTERPRISE STOVE CO.

in Stove Building or write us for prices.

J. H. Connor & Son
LIMITED
OTTAWA, ONT.

THE OPPORTUNE MOMENT

"If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

Rates 2c. per word for first inser'n
1c. " " subsequent "
5c. additional each insertion for box number.

Trade Gossip from Canada's Eastern Provinces

Changes in Prices of Rope and Twine — New Store at Truro Opened—Nova Scotia Steel Furnaces Closed Down.

HALIFAX.

August 30.—The hardware business has been fairly good for August, say wholesale dealers, but buyers in and about the strike districts are very cautious about placing large orders.

A short time ago, it was generally thought that collections would have improved somewhat by this time, but this expectation has not been fulfilled. In fact, for the month of August, the amount of accommodation and renewals has been out of proportion to the business done. It is to be hoped that conditions will improve in this respect, or it will have a tendency to render merchants very cautious about giving credit.

Prices at present are very firm and sharp advances have occurred in many lines of general hardware. Cotton goods, within the last few months, have advanced considerably. This applies especially to Cotton Seine Twines, which sold a short time ago as low as 18c a lb. and are to-day selling at 26c. Tarred cotton lines, which were selling in quantities at 14c lb. are now quoted at 17c lb. inside jobbers prices. Manilla lobster rope has advanced ½ cent lb. with quotations firm.

R. J. Turner's new hardware store at Truro was opened for business to-day. A short time ago Mr. Turner purchased the Senator McKay property on Inglis Street, and since then he has had the whole interior renovated. The store is commodious and well suited for the hardware business. Mr. Turner has installed practically a new stock, and everything is now in good shape for the fall trade. Mr. Turner is one of the few men who have had a third of a century's business experience in Truro. Thirty-four years ago Mr Turner went to Truro from Great Village and engaged in the provision business. Later he went into the hardware business, of which Cyrus Eaton was the head. From that he went into partnership with S. G. Chambers, which firm was dissolved after seven years on account of the ill health of Mr. Turner. On the recovery of his health, Mr. Turner resumed business at the Eaton corner, until he purchased the premises that he now occupies.

The open hearth furnaces of the Nova Scotia's Steel Company, after being closed down for relining and repairs during the present month, will resume on the first of September in full blast. The product of the blast furnaces during the month has been in the form of foundry pig iron, of which the company has a steady market. It is understood that the Scotia Company will commence operations at the open hearth furnaces by turning out for the Dominion Iron and Steel Company, the inference being that the demand for the finished product is so active as to exhaust their capacity in the matter of the raw material, viz., pig iron.

The city works department awarded tenders for 500,000 pounds of cement as follows: Brookfield Bros., English cement—41 cents in bags, or 52 cents in barrels. Total amount, $2,215.

J. H.

Interesting Trade Items Gathered in Ontario

Builders' Hardware the Best Selling Line at Guelph—Industrial Conditions at London Breaking all Records — Ottawa Metal Men Secure Big Roofing Contract — Chatham Merchants and Clerks Close up Shop and Enjoy Picnic—New Lumber Industry for Kingston — Errors in Hardware Advertising in St. Thomas Papers.

KINGSTON.

Sept. 1.—"Harry" Deacon, for some time clerk with E. Mulville, at Westport, has left for Cobalt, where he has accepted a position with a large wholesale hardware.

Cornelius Birmingham, managing director of the locomotive works, has just received a contract from the G. T. R., for twenty-five engines, making a total of seventy-five engines, the company has ordered from this firm, during the past few years. This will keep the men busy for a long time to come.

"They are a good jolly bunch, all right." This was the comment heard on all sides, at Swift's wharf, Sunday afternoon, when the steamer Toronto pulled out, with the delegates who were in the hardwaremen's excursion to Montreal. The delegates made quite a hit with the crowd with their yell, about hammers, nails and tacks.

During the months of July and August, nearly all the stores, with the exception of the hardware stores, closed up at 5 p.m. every day, but Saturday. The hardwaremen have been too busy to follow suit. This is certainly a sign of good times.

McKelvey & Birch, the oldest hardware firm in the city, suffered a loss by fire, on Sunday morning. At 9 a.m. fire started in the plumbing workshop, and spontaneous combustion in a tool chest is given as the cause. The loss is estimated at $800, to contents, and on this there is $1,300 insurance. The loss on the building, owned by H. W. Richardson, is $600, covered by insurance.

One of the largest sales of vacant lots was made by D. A. Cays, this week, selling twenty-seven lots in the west end of the city, to Isaac Allen, of Mississippi. Mr. Allen's intention is to establish an up-to-date lumber yard, and erect a number of dwellings.

It pays to advertise. Members of the city council have just had this old story pointed out to them in the announcement that since the first of the year, two hundred new gas consumers had been placed on the list, and all this came about by advertising. "Cook with Gas," was the slogan sent abroad, and as a result, the city is now deriving the benefit. It's an ill wind that blows no person good, for quite a number of gas stoves were installed, and hardware merchants also benefited by the city's advertising.

E. S. B.

BELLEVILLE.

September 1.—Mr. and Mrs. Russell C. Chown have returned from attending the Ontario Retail Hardware and Stove Dealers' Association excursion to Montreal, and when seen by your correspondent he was loud in his expressions of pleasure both he and his wife enjoyed on the trip. It was Mr. Chown's first visit to Montreal, and he says he was greatly and agreeably surprised at what he say in the metropolis. "We could not have been used better by the manufacturers, jobbers and harbor commission than we were. In fact, if we had been a delegation of millionaires the usage and treatment accorded us could not have been more thoroughly sincere. Fred C. Lariviere, the chairman of the committee, did all in his power to make the visitors feel at home, and C. M. Strange, of Lewis Bros., was also on hand at all times. In fact, the entire committee deserve our hearty thanks."

The "Ontario," one of the local papers, on Tuesday published an article under the caption, "Played a Joke on Russell Chown." Mr. Chown is a strong advocate of temperance, so the committee in charge of the song sheet of four pages had arranged a song for the benefit of Mr. Chown, and it proved to be a big joke, particularly to those who were acquainted with Mr. Chown's views. The verse reads:

Take Russell Chown. Chown, Chown from where Quinte Bay flows, flows, flows;
Let him drown, drown, drown all his troubles and cares and woes;
Just order two seidels of beer for him.
If he don't want to drink, it's merely a whim;
The Rhine may be fine, but "Say Corby" for mine,
Down where the Quinte Bay flows.

OTTAWA.

Aug. 31.—The hopeful or otherwise outlook of the merchant is regulated by the quality of the crops. The reports from the farming communities in Carleton County indicate a bountiful return from the soil. Oats and wheat have promise of being first-class, and already

the mills may be heard at the threshing. The potato crop is also good, as are all the other vegetables. Full barns with the farmer will augur well for full purses for the storekeepers.

One of the aspirants for controllership is M. M. O'Connell, the Bank St. plumber. He is well known in the city, and has been requested to stand for election. For five years he held satisfactorily the position of civic plumbing inspector, and three years ago resigned this position to enter into business for himself, and has shared in the prosperity of the times.

Work has commenced on the erection of the new building for the General Supply Co., on Sparks Street. It will have a frontage of 66 feet, and a depth of 70 feet, three storeys above the ground and a basement. The building is so constructed that when business demands it, two more storeys may be added. The company's business has expanded so that its present premises are insufficient to accommodate the large trade.

Joseph R. Douglas, vice-president of McFarlane & Douglas, has just returned from a business trip to Winnipeg, where his firm has the supplying of all the roofing, copper work and corrugated iron work on the shops of the National Transcontinental Railway. When these buildings are completed there will be twenty-seven acres of roofing. But about half are now in course of completion, and it is on these that the firm has the contract. They are also supplying the fireproof windows on the elevator being erected at Fort William by the Consolidated Elevator Co. The business of these sheet metal workers has steadily increased, and the staff has been working overtime in order to meet the demand for their metal shingles and sidings.

Currie & Livack make a very effective window display of bathroom fittings.

Wm. Gray, for twenty-five years a dealer in carriages and agricultural implements, after an illness of three months, died at his home on Besserer Street, on August 26. Deceased was born in New Edinburgh, 68 years ago, and for many years followed the occupation of farming and was collector of taxes for the township of Gloucester for seven years. G.E.M.H.

PETERBORO.

September 2.—The board of works has recommended that the contract for the new Smith Street bridge be awarded to Geo. A. Begy & Co., of St. Catharines, at a bulk sum of $22,314, with extras, which the city engineer has estimated will amount to $26,724. This was the lowest tender. The bridge is to be of reinforced concrete. There is a divided opinion throughout the city as to the practicability of this material for a bridge of this size.

The Best Hardware Co. have been making a late summer display of gas stoves and ranges.

W. H. C. Higgins, of the Higgins Hardware Co., stated recently that the approaching fall weather was responsible for a large increase in the number of stoves that are being sold. The large coal ranges are now the favorites, with householders, and in this line the sales promise to be particularly good. Other stores report a similar condition. Farmers are among the list of buyers and from their number are recruited many of those who are intending to equip their homes with furnaces before winter sets in.

One of the special lines of hardware trade at present is hunters' supplies. Guns and ammunition are found in more than one of the local windows, and as this is the centre of a fine duck-shooting grounds, the trade is fairly good every year. H. T.

HAMILTON.

September 2.—The employes of the Dowsell Mfg. Co., held their annual picnic at Mohawk Park, Brantford, on Saturday of last week. Special cars on the B. and H. Ry. carried about 250 excursionists on one of the most enjoyable outings of the season.

There was a serious accident at the Hamilton Steel & Iron Co.'s plant some few days ago, which, luckily, did not result in any person being injured. The big blast furnace, which was recently installed at the plant, blew out, and as a result will be out of commission for at least five or six weeks. It is estimated that the loss will amount to over $50,000, but it will not be known just what the exact amount of the damage is until the manager of the company, Robert Hobson, returns from Pittsburg, where he has gone to arrange for the repairs to the furnace.

W. G. Colville Co., Ltd., one of the large hardware concerns of Hamilton, recently decided to open up a branch at Fort William. G. R. Colville, of Barrie, will have charge of this branch, which will be located in the stand recently vacated by Henderson Bros. A full line of shelf and builders' hardware will be carried. J. O'H.

TORONTO.

September 2.—The W. E. Dillon Co. will do the roofing and galvanized iron work on the new Perth Ave. fire hall, here. The contract is worth $677.

At the carnival held on Wednesday evening by the merchants of Arthur Street, to celebrate the re-opening of that street, the palm for the best display in the parade was easily won by G. H. Ibbotson, the Bathurst Street hardwareman, with his model ship mounted on a small express wagon and drawn by two "Happy Hooligans." A pretty little three-year-old "Maid of Erin" dressed in green and playing a harp was seated in the ship.

Fire broke out in the hardware store of L. A. De Laplante, corner of Main and Bridge Streets, East Toronto, last week and did damage to the extent of between two and three thousand dollars to the stock and building. The blaze when first noticed had grown to considerable proportions, and was spreading rapidly. It was in the back part of the store where paints and oils were stored, but how it started is not known. The damage is covered by insurance. J. O'H.

CHATHAM.

Aug. 27.—The Chatham Merchants Second Annual Picnic pulled off yesterday, was a triumphant success from start to finish. From the moment the Grand Parade started out at about 1 o'clock till the last strains of "Home Sweet Home" died away in the precincts of the Erie Beach Park pavilion at midnight, everything ran as smoothly as though President A. D. Westman and Chairman Wm. Potter, to say nothing of High-Muck-a-Muck, Eddie Dore, had spent their whole time for many weeks previous in greasing the works.

The picnic was held at Erie Beach, the scene of last year's affair, and the big crowd that went out over the C., W. & L. E. electric line hailed not only from Chatham, but from the whole surrounding country. In all probability, over 2,500 people shared with the merchants and clerks the biggest holiday outing Chatham has seen this summer. Throughout the city, the stores, in accordance with previous announcement, closed at noon, and pretty nearly every mechant in town did the right thing by pulling down the blinds, and giving himself and his people an afternoon's holiday. at Erie Beach.

The parade proved a big attraction. At the head of the procession was picnic Chairman, Wm. Potter, and the 24th Regiment Band. Then came a long succession of floats, autos, Aztecs, Mexicans, Apaches, Rubes — including the famous Rube Band—burlesques, local take-offs, and all sorts of amusing features. The fire department was there, and was preceded by a burlesque department. The Hadley Lumber Co. put on a number of floats, while the clerks were largely responsible for the various take-offs, make ups, and other fabrications that delighted everybody that saw them.

The afternoon at Erie Beach Park was a glorious one. Though in the city the mercury soared to 92, the beach had an atmosphere clear, wholesome and refreshing. The exceptional facilities offered by Erie Beach in the way of bathing and boating were taken full advantage of. The 24th Regiment Band and Phelps' orchestra supplied the music for dancing at the pavilion, which was a centre of attraction for the younger set. The list of sports was a long one.

Aug. 31.—With the first touch of autumn, stoves are moving to the front. Four local hardware firms—Jas. A. King, Westman Bros., J. C. Wanless and Geo. Stephens & Douglas—have window displays this week in which stoves and ranges feature prominently. Hardwaremen state that stoves are actually beginning to move out.

W. P. Drew, formerly of the firm of Drew & McCallum, and for a couple of years past associated with Jas. A. King, is this week severing his connection with the latter hardware firm to join the staff of Geo. Stephens & Douglas.

Leslie Webster, formerly of West-

man's hardware and lately with E. C. Brisco, has relinquished his position with the latter firm. He expects to go west this fall.

A hardwareman remarked this afternoon on the difficulty experienced in getting his helpers down to earth after the annual two weeks' holidays. One would think that the clerk would come back refreshed and ready to pile into his work with a new zest. On the contrary, experience shows that as a rule the clerk takes a week or even more before he can attend to his duties with the old energy. "I know how it feels," added the hardwareman, genially. "When I come back from a holiday, I feel like tackling a $5,000 job, but anything less than that doesn't interest me."

Jules Perrott, formerly of Geo. Stephens & Douglas, gladdened the hearts of city friends with a call recently. He is representing the Chatham Malleable Iron Co., on the road.

A good sized bicycle hand pump stands in front of the bicycle and sporting goods store of E. C. Brisco, for the use of patrons. Lately the significant sign has been added: "Use this pump. In return give us your repairs." The pump is liberally patronized.

Is metallic roofing hotter than shingle roofing? Actual testimony on this point does not seem to be readily procurable. That metal will draw the heat, however, is an objection frequently raised by people when approached on the subject, and the dread of sweltering and tossing all night long under a metallic roof seems to be at the bottom of a good deal of popular predjuice against metallic goods. This is an objection which manufacturers and dealers could possibly meet by some good testimonials and roofing literature.

An excellent line which does not seem to be sufficiently pushed by hardwaremen is the family scale. Steelyards are to be readily had, but they do not seem to quite satisfy many wouldbe purchasers, who seem to prefer a good balance scale at a fair price. This is a line which might bear pushing.

The recent outcry in quite a few Ontario cities respecting the price of bread would seem to open a field for home baking appliances, such as bread pans, mixers, etc. In this city quite a few families have taken up home baking, and, whatever may be the relative merits of the bakers' and consumers' side of the question, it looks as if the movement would become quite widespread. Something in the nature of a "complete baking outfit," would very likely be popular.

J. C. Fleming, of J. W. Fleming & Son, hardware merchants, Blenheim, was in Camlachie, Wyoming and vicinity recently in the interests of the Perrin Plough Co.

R. J. Cook, of Sloan's hardware store Tilbury, is away for a couple of weeks' holiday trip.

H. Lendon's hardware store at Leamington, was entered by burglars last Friday night. About $100 worth of knives, razors and silverware was taken.

V. L.

ST. THOMAS.

Aug. 31.—The general hardware trade has been on the quiet side for the last two weeks, which has been taken advantage of to get the holidays over with.

The building trade keeps active so that the dealers doing furnace and plumbing, keep these branches going full blast.

To the plumber and metal worker this season has been a very busy one. As yet every one is in the drag, and it will be well on to the fall when they catch up with their work.

G. W. Davey, of Ingram & Davey, is expected home on Friday from Rochester, N.Y., where he has been for the past two weeks with Mrs. Davey, who underwent a surgical operation.

Geo. Hubbard, of the McMurtry Hardware Co., is sporting a big smile, over a new boy that his wife presented to him lately.

The sale of the Crawford stock caused a slight disagreement between the seller and buyer, the latter holding that the price should be at invoice prices, while the seller insisted on freight and cartage charges should be added, which contention was finally settled on.

The local papers through typographical errors, have made a number of blunders in some hardware ads. Ingram & Davey advertised a refrigerator sale, among which was a $45.00 one for $39.00, the printer left off the 9, making it read $3.00. Needless to say there was a rush for this refrigerator. The MucMurtry Hardware Co. advertised a 2-burner oil stove regular $2.50 for $2.00, the printer made it read $3.00, which spoiled the effect of the ad. Almost every ad. is blundered in some way. Probably some blame can be laid on the advertisers themselves in not insisting on proofs.

Frank Barrett, of Ingram & Davey, spent his holidays in Cleveland, while there he visited the different stores in quest of new ideas, that he could make use of.

Hamilton & Stott have started on their contract of installing the new pipes for the city's steam distributing system.

Meecham & Co. have completed their job of installing the new heating plant in the Central School.

G. A. Ferguson, of Ingram & Davey, will spend part of his holidays in Toronto about Sept. 3, address King Edward Hotel.

G.A.F.

GUELPH.

August 31.—Two clerks of the Bond Hardware Co. narrowly escaped being seriously injured in an elevator accident in the building on Wednesday.

The front of G. A. Richardson's hardware store is considerably improved in appearance. The windows have been repainted and fitted out with large mirrows at the sides, the frames of which have been neatly painted.

Mahoney Brothers, the Quebec Street plumbers, have just completed a good piece of work they were given by the Parks Commission. The work was the carrying out of an original idea in the way of a fountain in the centre of St. George's Square. There are 92 streams of water thrown up from that number of taps placed at intervals along the pipe that surrounds the cement basin of the fountain, and all the streams are thrown to meet at the feet of the central figure, which stands upon a high base. It is a creditable piece of work.

Guelph merchants feel grateful to the police and civic authorities for their vigilance in stamping out the dog nuisance in Guelph. They feel that they have been benefited largely and hope the good work will be continued.

Work on the addition to the Winter Fair building is progressing nicely, but it will probably be a week yet before H. Occomore and MacCormick & Robinson will be able to get started on the roofing and tin work they have contracted successfully for.

W. G. Howell, a member of the Bond Hardware Co., and manager of the retail department of that firm, has returned from his summer vacation trip in Quebec and the Lower Provinces, looking and feeling well and fit for his work. Mr. Howell, in talking with your correspondent, spoke very interestingly of his trip. He went for a holiday, but he couldn't keep away from the hardware business altogether. Down in Quebec Province in some out-of-the way places he visited some hardware stores that were not modern in the least, and in fact he was struck by the out-of-date appointments and stocks in Quebec generally, with the exception of Montreal, where he was interested to see such a large number of capable, experienced men as salesmen. Many of them, he learned, had worked as travelers. "Of course," continued Mr. Howell, "I realize that in a place like Montreal, where the competition is so keen they must have plenty of experienced and thoroughly competent men," and he added, "I admire the way they reach out and get after big orders. One of them I visited had a large order from Calgary—fittings for the city hall there." At one stage of his travels Mr. Howell crossed the path of the hardwaremen who were meeting at Montreal. He met several he knew and greatly regretted that he could not have waited and taken in the trip with them.

The hardwaremen of Guelph are finding trade just a trifle dull at present. They all had about the same answer when the writer asked what was doing, though, perhaps, Charles Penfold, of the firm of S. & G. Penfold, sized the situation up best when he said, "It is the lull between seasons. The farmers are busy 'hauling in,' and are not coming into the city to buy things that they are not in urgent need of. The building season has so advanced that window glass, locks, hinges and such building hardware is moving a little better, but there is no rush in anything."

Fred Millar, of the Bond Hardware Co., is away on his holidays.

The Bond Company have one very good window dressed entirely with washing utensils, such as wash-tubs, washing machines, wringers, and wash boards. The articles are well and attractively disp'ayed. Their other window, which for the last week has been filled with locks, door sets, and other timely building hardware, is being changed, and dressed exclusively with cutlery, carvers, table sets, and fruit sets, being features of the ldisplay.

Your correspondent, on making his rounds this week, asked a number of local hardwaremen what lines of advertising they were intending to take up to boost their fall trade. Several were of the opinion that they would merely use the newspapers, but some others said they believed strongly in the effectiveness of the circular letters. A typewritten personal letter—a circular, and yet not a printed one—was, they thought, the most effective means of getting the attention of the public. One of the merchants just recently sent out to every woman in Guelph a typewritten letter with her name and address at the head of the letter, as well as on the envelope. He showed your correspondent one of the letters, and he was surprised to see that though they were turned out on a machine a thousand at a time they looked exactly like first copies of letters written specially to the person addressed. The merchant in question stated that while he had not the time to do this work himself, he thought it was about the most effective line of advertising he could get and did not in the least begrudge the expense entailed in having it properly executed at a typewriting establishment, where he was also given the use of carefully revised lists of first-class customers in Guelph and vicinity.

The Guelph Clerks' and Salesmen's Association spent the last half-holiday of the summer season last Thursday in a field day at the park. Races and games were put on in the afternoon, and a band concert and lucky-ticket drawing contest in the evening, many valuable prizes, donated by Guelph merchants and some wholesale houses, were presented to the winners. A number of local merchants turned out and patronized the clerks' annual outing, and in other ways lent much valuable assistance.

H. S. N.

News From the Prairie and British Columbia

McClary Mfg. Co.'s Winnipeg Warehouse Burned — Saskatoon Anticipates Big Business in Threshing Supplies — Awarding Contracts for Waterworks Supplies at Victoria—Mill at Alberni to Make Thread From Indian Grass.

VICTORIA.

August 26.—Dinsdale & Malcolm, contractors, have broken ground for the new public school building to be erected on Moss Street. The job, which is quite a large one, will take six to eight months to complete. The cost of the building, which will be of Claburn pressed brick, and three storeys in height, will be about $40,000.

Work has commenced on the reconstruction of the Alberni paper mill, which is to be turned into a factory for the manufacture of Ramie yarns and cloth by the Vancouver Ramie Syndicate. J. & C. M. Philipson, of London, Eng., practical men in the business, accompanied by Herbert S. Ashton, secretary of the company, are at Alberni superintending operations. Ramie is a thread manufactured from an Indian grass.

To-day the citizens are voting on two important by-laws. One is to expropriate the holdings of the Esquimalt Waterworks Co. The other is on the B. C. Electric Co. agreement with the city relative to the power scheme at Jordan river.

At the meeting of the city council last evening the purchasing agent and water commissioner submitted a report on the tenders recently received for gate valves and cast iron pipe. The tender of A. J. Forsyth & Co., Vancouver, for valves at $2,759.50 was accepted. In view of the attractive offer of I. H. Rickaby, of what is known as Mannesman weldless steel tubes, a committee, consisting of the mayor and two aldermen, will pass on the merits of this particular tender. The lowest tender for the cast iron pipe was that of R. Angus, at $48,969, and for pig lead, Robertson, Godson Co. Mr. Rickaby's tender for the same quantity of pipe was $9.394 less than Mr. Angus', while the weight of the tubes is 483 tons, compared to 1,346 tons of cast iron pipe. Should the steel pipe be used only one-half of the quantity of lead will be required.

W. B. C.

SASKATOON.

Aug. 28.—The contract for the erection of a new collegiate institute has been let to the Saskatchewan Building and Construction Company, Regina. Excavating has begun on the site purchased some time ago, by the high school board. The architects on the new building, which is to cost $84,500, are Storey and Van Egmond.

Wm. MacKenzie, president of the C. N.R., and M. H. McLeod, general manager, were in the city this week, inspecting the new station, at present under construction. The officials also went out to the end of the steel on the new road, now being built from here to Calgary.

Hardware men are now preparing to meet the demands of the threshers. Harvest is on in full swing, and a good business was done in binder twine, the crop being heavy with an increased acreage. It is anticipated that a bigger business will be done this year than ever in threshers' supplies, the harvest being a good one, and threshing outfits more numerous. Already a good quantity of this class of goods has been sent out from the local stores.

D. G. R.

WINNIPEG.

Aug. 30.—Fire which broke out at 11.20 on Saturday night, August 28, practically gutted the six storey McClary Mfg. Co.'s building on Bannatyne Ave. East. The cause of the outbreak is not known, but it started in the sixth and top storey, at the extreme northwest corner, and resulted in an almost total loss, very largely covered by insurance. The building, which was built 15 years ago, is the property of the McClary Mfg. Co., of London, Ont., and is of brick construction, with a stone foundation and a flooring of wooden joists, the stock being valued at $150,000 and the building at $60,000. It was hoped at first that the greater part of the building and stock could be saved, but as the result of a strong northwest wind that carried the blaze toward the centre and front of the building, the congested nature of the district, which hampered the approach of the firemen, and the dense quantity of smoke that baffled close fighting, there was nothing left Sunday morning, by which time the fire was under control, but the walls, the first floor and the cellar, in which the heavier part of the stock was kept.

John J. Foote, the manager of the McClary Company worked hard in trying to save some of the goods, but almost everything that was rescued was damaged by water or fire. He said he was at a loss to account for the starting of the fire, and this will perhaps remain a mystery. It was a particularly unfortunate time for the fire to occur, since the company were right in the middle of a busy season, and the loss of stock as well as the delay, will be considerable. The amount of insurance on the stock is approximately $83,000 and $30,000 on the building, the majority of it being placed in Ontario.

Offices are open temporarly in the Thomas H. Lock grocery building, while an adjacent curling rink is being utilized as a warehouse. There was little hitch in the progress of business. Travelers went out the following Monday as usual, and fortunately the fall orders were on the way for distribution in the west. On the day of the fire a consignment of goods valued at $2,000 were sent out. The books and other records of the company are all preserved, but the stock, including kitchen utensils, stoves, boilers, furnaces, stovepipes, refrigators, milk cans, etc., was almost completely destroyed. The company will rebuilt as soon as possible.

"V" GRIMP-ROOFING CORRUGATED IRON

METAL SHINGLES AND SIDING

PAINTED AND GALVANIZED
Made from Best Quality Steel Sheets

This is a profitable line for you to handle

WRITE FOR OUR PRICES

The Winnipeg Ceiling and Roofing Co.

MANUFACTURERS

WINNIPEG, - - - - - MANITOBA

G. F. Stephens & Co., Limited

WINNIPEG and CALGARY

Headquarters for

Polished Plate Glass
Window Glass
Figured Glass
Leaded Art Glass

For anything in Builders' Glass, send in your specifications and let us figure on them. Quotations given either by wire or mail. Years of experience, the finest equipment and ability of the highest order enable us to ship same day as received.

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

It Pays to Investigate

The progressive Heating Contractor can put in several hours to good advantage while in Toronto, during the Industrial Exhibition, examining our complete line of **Heating Devices.**

In the Process Building on the Fair Grounds we will have a complete display of Furnaces, combination Heaters, Registers and special Furnace Fittings.

At our General Offices and Showrooms, Nos. 36 and 38 Queen St., East, we will have a complete line of Round and Sectional Boilers (Steam and and Hot Water) as well as Furnaces, Combination Heaters, etc.

Our outside and city Engineering Staffs will be on hand to see you are well cared for. Do not hesitate to make our premises your headquarters during your sojourn in the city.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

The carpenters' and metal workers' strike which is on in Winnipeg at present has meant a serious set back to the builders' hardware trade. As yet the retailers have been the only ones to feel the dullness in this connection since they have been depending upon this line of trade quite extensively. The difficulty with the carpenters is the matter of wages. The unionists demand 45 cents per hour and an agreement with the contractors to receive this for one year from date of contract. Few of the contractors can reasonably complain at the rate of wage demanded but many refuse to agree to pay this rate for one year. The contractors want the agreements to expire before the next season's work is estimated upon. On account of the great urgency on the part of the contractors to have their work done some of them signed the desired agreements and this has saved the hardware situation to some extent. The sheet metal workers are also out and there are little of these lines moving locally. Latest reports are that the painters and bricklayers are about to strike also and in that case the building activity of the city will be greatly impeded. Wholesalers have been very busy this past month with the general western trade and they are glad to have an opportunity to get their books into shape after such a rush. If the strike is continued however, it will be a severe set back to the wholesalers as well as the retailers, for although they do not depend upon the local retail trade as much as they ought to, yet they sell heavily to contractors in the city and this is a considerable item with them.

Up to the present builders' hardware have been the chief lines of goods that have been going out. Furnishing specialties are greatly in demand. We quote a further decline in rope. The pure manilla and the British manilla have each declined 1c. Turpentine has jumped 11c. per gallon. To-day it is selling for 85 cents in barrel lots.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.80 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized. wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25: No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7. $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper: No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 per cent.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90· 2, $1.60; octagon, extra. $2.30; 1, $1.60.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

TINWARE, Etc. — Pressed, retinned and plan, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60: Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7: painted, $3; galvanized, $4.10; 26, $3.35 roofing, 28, $3.45 and $4.45. Crimped coppered, $9: dash, $9.

ROPE—Sisal, 9½; pure manila, 11¼; British manila, 10½c; lath yarn, 9¼c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, and $4.35. Pressed standing seamed roofing, 28, painted, $3.20; galzanized, $4.30; 26, $3.55 and $4.55.

BAR IRON—Bar iron, $2,35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.50; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.45; ⅜, $2.75; ⅛, $3.30; ¾, $3.90; 1, $5.65; 1¼, $7.70; 1½, $9.25; 2, $12.35; 2½, $20; 3, $26.50; 4, $38; 4½, $50; 5, $48.50; 6, $62.50. Galvanized: ¼-in., $3.40; ⅜, $3.70; ½, $4; ¾, $5.20; 1, $7.50; 1¼, $10.20; 1½, $12.50; 2, $16.60; 2½, $30.

FITTINGS—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20. $4.10; 24, $4.30; 26, $4.70,; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9; ½ box, $4.75; IX. full box, $11, ½ box, $5.75; IXX., full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish. 6 and 7 inch, $3.85; 8 inch, $4.10.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 60 and 55c; Solar red engine, 32; Atlantic red engine, 30c; Eldorado castor, heavy, 28c; medium, 28c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine 38c.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 19c; Sunlight, 21c; case, $2,35; Family Safety, 24c; Search Light, 22c; Sterling Light, 24c; engine gasolene, 24c; White Lily, 23c: Royal, 22½c.

PAINTS AND OILS — White lead. pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.50; in kegs, $2.55; turpentine, bbl. lots, 85c per gal. linseed oil, raw, 69c; boiled oil, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.00; poultry netting, 50 p.c.

HORSESHOES—MRM and "Bell," $5.00 base.

HORSE NAILS—MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under. 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—21c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

MACHINERY STEEL

SMOOTH AND IRON FINISH

All sizes in stock ¼" to 6"

A. C. LESLIE & CO., LIMITED

MONTREAL

THE ORIGINAL ALL METAL **"POLAR STAR"**

ICE CREAM FREEZER

The Best

The Least Expensive

The Most Satisfactory Freezer Made

Makes Smooth Delicious Ice Cream in from 5 to 10 minutes.

Circular and Full Description from your Jobber or

Smith Hardware Co., Limited
2 and 4 Lemoine Street
MONTREAL, Can.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.

How to Make Money in the Paint and Varnish Business

A Book Every Paint Dealer Should Have

Send for it Today

AS a wide-awake, progressive merchant, you are sure to find our new booklet, "How to Make Money in the Paint and Varnish Business," of the greatest interest and value. It is a 44-page book filled with practical hints on how to handle a paint and varnish business profitably. Chapters are devoted to such important subjects as The Selection of a Paint and Varnish Stock, The Arrangement of Stock, Newspaper Advertising, Window Trimming, Outdoor Advertising, Direct Mail Advertising, etc. One of the most valuable features of the book is the outline of Two Effective Advertising Campaigns, giving full details for a campaign of a merchant in a town of 2,000, also one for the merchant in a town of 5,000, including the use of Newspapers, Posters, Fence Signs, Mailing Cards, etc. This useful book will be sent gratis to any merchant who writes for it and mentions *Hardware and Metal.* Ask for F-301.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C. 696

The William Stove Co.
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.

CALCIMO SANITARY WALL COATING

covers well with one coat. Will not show laps. When applied to a solid surface will not peel, crack or rub off. Soluble in COLD WATER.

A PRACTICAL PAINTER'S FRIEND

WINNIPEG PAINT AND GLASS CO., Limited

Calgary Edmonton Winnipeg

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The E. Long Mfg. Co. has begun the construction of their new plant at Orillia.

The Brodesser Elevator Co., of Milwaukee, may establish a branch factory at Winnipeg.

The Brooks Mfg. Co., are making preparations for opening their factory at Farnham, Que.

The Riverside Lumber Co. will build a factory two storeys in height, and to cost $13,000, at Calgary.

The sawmill of the W. F. Huntting Lumber Co., Vancouver, which was burned on Aug. 19, will be rebuilt.

The proposed iron and steel enterprise at Vancouver, represents an investment of nearly $3,000,000.

The Norris Elevator Company will construct five elevators near Winnipeg, on the line of the Alberta Railroad and Irrigation Co.

Barrie, Ont., ratepayers have passed a by-law granting a loan of $20,000 to the Barrie Carriage Co., for the extension of its plant.

The Electrical Products Company, of which Fitzgerald & Bennie, of Niagara Falls, N.Y., are the principal owners, will locate a factory at Chippewa. Building operations will commence at once.

Mitchell & Crighton have awarded the contract for the erection of a three-storey factory, with gas holder and oil tanks, 100,000 gallons capacity each, at Cote St. Paul, for the Blow Gas Co., to D. G. Loomis & Sons.

Mining operations are being carried on extensively in the vicinity of Tory Hill, Kinmount and Moore's Falls, by the Toronto Mica Co., a new company just recently organized, of which H. G. Chamberlain, of Toronto, is general manager.

The Toronto Boxbarrel Co. intend purchasing the old veneer factory at Parry Sound, owned by Neibergall & Co., and converting it into a boxbarrel factory. The mill will be doubled in size and about sixty men will be employed the year round.

Heaps & Co., which has in operation large lumber mills at Vancouver and at Ruskin, at the junction of the Stave and Fraser rivers, intend to open a branch at New Westminster at an early date to handle the logs from their large limits on the Fraser river.

Negotiations for the purchase of the White quarry, a mile out of Amherstburg, have been practically completed by a number of Detroit business men, who are planning to start a big plant for the manufacture of a patent brick, as well as a soda ash plant.

The expanding business of the Brantford Emery Wheel Co. has necessitated the erection of a new factory. The contract was secured by Schultz Bros. Work on the structure has already commenced and every effort will be made to have it completed by October.

A. E. Hamilton, St. John, has been awarded the contract for the new I.C.R. repair shops to be built near the Gilbert's Island round house. A large building with corrugated iron roof will be erected and Mr. Hamilton is arranging to begin work at once.

A new industry has been started in Brantford. It is known as the Brantford Steel Range Company. The product will be a cooking stove of which Mr. Stanford is the patentee. This stove has already achieved great success in the States, it is said.

The mica mines at the head of Yellow Creek, near Kamloops, operated by J. P. Moodie, promise to be unusually extensive. A modern plant will be installed at once and Mr. Moodie has laid plans for operating on an extensive scale. The Canadian General Electric Company has promised to take all the mica that this mine will produce.

The open-hearth furnaces of the Nova Scotia Steel & Coal Co., at Sydney Mines, after being closed for re-lining and repairs, will resume next week in full blast. It is understood that they will commence operations by turning out steel for the Dominion Iron & Steel Co., the inference being that the demand for the finished product of the latter is so active as to exhaust their capacity in the matter of raw material.

The Rocky Mountain Cement Co. has almost completed the instalation of the machinery in its new cement plant at Blairmore, Alta. It is expected that the plant will be in shape for operation in about a month. The buildings have been erected so as to provide for a capacity of 2,000 barrels per day, but the plant will be started with an output of 500 barrels but work will be at once started to double this output. About 150 men will be employed in and around the works.

Great activity continues in the construction of the new rubber works at Granby, Que., The walls of the Walpole factory and the large store house near the track are half-way up. The machine shop is completed and the machinery of the Miner factory is being rapidly installed. The big derrick has been removed to a point near the site of the Grist Mill dam, which will be rebuilt of concrete. A large force of men are working at the wheel pits, the work being carried on by night as well as day. J. M. Elkins has a large force employed in his brick yard and finds it difficult to supply all the brick that is required by the different works under construction in the town.

Municipal Undertakings.

About $10,000 is needed to complete Markdale's (Ont.) waterworks system.

A modern waterworks plant to cost over $20,000 is proposed for Fernie, B.C.

Exeter, Ont., ratepayers have approved of a by-law to raise $22,000 to instal a waterworks system.

Yorkton, Sask., ratepayers recently voted in favor of a by-law to raise $20,000 for waterworks extensions.

Work will be undertaken this season on Edmonton's water and sewer connections, at an expenditure of $9.000.

Tenders for the supply of valves, brass goods, lead pipe, etc., are called for by chairman of the Fort William utilities committee.

Collingwood's town engineer, K. S. Macdonnell, will receive tenders for the construction of sewer extensions throughout that town.

Winnipeg controllers have recently decided to proceed with the following works: Sewer on Kylemore Avenue, Nassau to John; water main, Klyemore Avenue, Nassau to John.

Tenders addressed to C. E. Grant, Orillia's town clerk, will be received until Sept. 9, for the following works: Contract "A"—Sanitary sewers, about 15,000 lineal feet. Contract "B"—Sewage pumping station. Contract "G"—Sewage pumping machinery. Contract "O"—Force main, about 7,000 feet iron pipe.

The tender of McVean & Craig, Moose Jaw, for trenching, hauling pipe, laying and caulking, and backfilling trench for the waterworks' new pipe line from compensating basins to the city, at $13,338 has been recommended for acceptance, and the city solicitor was instructed to prepare the necessary contracts at once.

The construction at Winnipeg of a 5-mile pipe line from the Red river, to provide a sufficient quantity of water for the great shops being erected for the G.T.P., in Springfield, has been decided upon. Tenders for this pipe will be called for shortly. A pumping station will be erected, capable of forcing the water through the main at high pressure, and in connection with the large reservoir to be erected at the shops, there will be a settling basin.

General Building.

The Bank of Toronto will erect a new building at Kingston.

An $18,000 business block will be erected by Dr. J. T. Kidd, at Ottawa.

Battell Bros. and John Lindsay will erect business buildings at Moose Jaw.

An apartment block to cost $10,300, will be built at Ottawa, by Crown & Joyner.

H. Mitchell, Winnipeg, has taken out a permit for the erection of a residence at an estimated cost of $5,000.

Contracts for the erection of six handsome dwellings in Fairview, B.C., have just been awarded by the C.P.R.

Since the first of the month permits to the total estimated value of $254,320 have been issued at Vancouver, and information concerning plans for building show that the activity bids fair to keep up through the entire month.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

Hammer the Hammer

or do anything else you wouldn't dare to do to a near safe revolver and it won't shoot. You must pull the trigger to fire it.

It's just as sure of profit to you as it is safe to its owner.

IVER JOHNSON

SAFETY AUTOMATIC REVOLVERS

Our advertising corresponds in character and extent to the excellence of our goods. Iver Johnson goods are on no premium lists and are sold only through the trade where possible.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Pacific Coast Branch; Phil B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns & Iver Johnson Truss Bridge Bicycles.

KLEANOL

METAL WOOD TONIC POLISHES

Represent the highest standard of polishing efficiency.

They are money makers for YOU

A free sample on request.

NOVELTY IMPORT COMPANY

103 Church St.

TORONTO : ONTARIO

THE SECRET OF GOOD IRON IS IN THE HEATING.

Sellers of London Bars and Bolts all know this. You can secure the cream of the trade with them and have no "kicking." With London iron the casual purchaser becomes a steady one. Get our prices

Sales Agents:

Ontario, Baines & Peckover, Toronto

Manitoba, Bissett & Loucks, Winnipeg

LONDON ROLLING MILL CO., LTD.

LONDON, CAN.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

BUSINESS CHANCES.

FOR SALE BY ASSIGNEE—HARDWARE, STOVE and tinware business for sale at Parkhill, Ontario. Stock about $2,500. Splendid opening for live man. Address, C. A. Gibbs, Parkhill, Ont. (36)

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

FOR SALE—Hardware, stove and tinsmith business; good village, County Middlesex; stock $3,000; snap. Box 888, HARDWARE AND METAL, Toronto. (37)

FOR SALE—Hardware, stove and plumbing business in one of the best towns in Ontario. Stock about $5,000. Address, P. O. Drawer 737, Owen Sound. (35)

FOR SALE—Hardware, tinware and furniture business for sale; stock about $5,000; doing a good business and in a good locality. Box 885, HARDWARE AND METAL, Toronto. (37)

HARDWARE STORE TO LET in best business section of Montreal; rent $100 per month; the store is equipped with up-to-date hardware fixtures, which will be sold at a bargain, either with or without store. Apply Box 730, HARDWARE AND METAL, Montreal.

OLD ESTABLISHED HARDWARE STORE and tinware business for sale, located in splendid farming and dairy district. Carrying stock between $7,000 and $9,000. Would sell workshop separate. Would accept low price for immediate sale. Box 872, HARDWARE AND METAL, Toronto (tf)

BUSINESS WANTED

GOOD PAYING HARDWARE BUSINESS in a live place of good opportunities. Address, W. H. Stafford, Rednersville. (35)

SITUATIONS WANTED

ASSISTANT, 29, recommended by employers, 13 years sound experience in the general furnishing and builders' hardware—ranges, grates, tools, etc. Knowledge of books. App'y Box 881, HARDWARE AND METAL, Toronto. (35)

AS TRAVELER for shelf or heavy hardware, stoves or plumbing supplies, thorough salesman, with first class connection with all the best retailers in the above lines north and east of Toronto; best of references; manufacturer preferred. Address Box 884, HARDWARE AND METAL, Toronto. (37)

FIRST-CLASS builders' or general hardware man open for engagement. Fourteen years experience. Address Box 883, HARDWARE AND METAL, Toronto. (37)

YOUNG MAN wants to learn hardware business; A1 references; single. James Bessie, D'Arcy P.O., Howe Island, Ont. (36)

MISCELLANEOUS

AT THIS SEASON OF THE YEAR we hold a clearance sale of rebuilt Second hand Typewriters; all makes represented; some relatively new and all are bargains; write for list. The Monarch Typewriter Company, Limited, 98 King St. W, Toronto, Ont.

SHOW CASES AND STORE FIXTURES for every business. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept 10 Front St. East, Toronto.

IF YOU ARE A GOOD SALESMAN and can furnish satisfactory references we can place an attractive proposition before you whereby you can build up a permanent income. Give full particulars of experience and how you are now employed. Enclose references. Box 319, HARDWARE AND METAL, Toronto.

MISCELLANEOUS

THOUSANDS OF DOLLARS go astray in the mails every year. You should therefore insure against a possible loss by sending your remittances by Dominion Express Company Money Orders and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge. The Dominion Express Company also transfers money by telegraph and cable, and buys and sells Foreign Money. If you want to send money to any part of the world the Dominion Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (tf)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

WANTED—Travelers in each Province of the Dominion, calling on the hardware and furniture trades, to sell Allwin Folding Go-Carts. "The largest, most complete and attractive line on the market." Liberal commission. Address Sidway Mercantile Co., London, Ont., stating concerns already represented. (37)

ARTICLES WANTED

WANTED—Tinsmith's foot shears and folder; give particulars. Box 886, HARDWARE AND METAL, Toronto. (37)

TECHNICAL BOOKS

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto.,

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

HARDWARE CLERK WANTED at once for Ottawa. Good salesman, able to dress windows. Address, giving references, experience, and state salary, Box 882, HARDWARE AND METAL, Toronto. (36)

WANTED—First-class hardware clerk. Must be a good stock-keeper. Both languages necessary. Position permanent for the right man. State salary expected. Apply to D. Courville, Vankleek Hill, Ont. (36)

WANTED—An experienced Canadian retail hardware man for Ontario to act as head clerk, must be good salesman, stock-keeper and able to get results To a capable man a good salary will be paid. State age, experience, and firms worked for in first letter. All applications treated confidentially. Apply to Box 887, HARDWARE AND METAL, Toronto. (37)

The Retail Paint Trade

SUBSTITUTE FOR GLUE.

United States Consul Edward J. Norton, of Asuncion, Paraguay, furnishes the following information concerning a substitute for glue, used especially in the manufacture of organs and pianos and the satisfaction given by the American instruments in the capital of Paraguay, because of the use of this substitute.

An American organ-manufacturing firm advised the Bureau of Manufactures that it experienced great difficulty in the shipment of organs to tropical countries, as the damp climate seemed to moisten the glue used in sticking leather and felt on wood, causing the material to peel off. European organ manufacturers experienced the same difficulty, and they discontinued the use of glue some time ago, now using a substitute that gives perfect satisfaction. A repairer of organs and pianos says that the substitute used by continental organ manufacturers is a composition of pitch and wax. This man employs pitch and wax as a substitute for glue in sticking leather and felt on wood in all his repair work, and says that in his experience it has proved to be a most effective composition. For seating organ valves, the composition of pitch and wax is said to be very satisfactory. It is also said that the leather will never harden, but will remain pliable, yet firm, and seat itself securely against the reed opening. The composition is melted in a gluepot, and will be hard or soft, according to the proportion of wax used. The exact proportions may be determined by a few experiments. Either white or yellow wax may be used in the composition. European piano manufacturers who ship their products to Asuncion seem to have discontinued the use of glue in sticking felts on hammer heads, as all the felts on their pianos are wired, or both wired and glued. The fastener used is quite similar to the wire paper fastener sold by stationers in this country.

PAINT NOTES.

Murphy & Son, painters, Montreal, have been registered.

The painters and plumbers of Victoria held a joint picnic on Aug. 21.

John Faircloth has the contract for painting the new Perth Ave. fire hall, Toronto, at $558.

Joe Guy, Montreal, has the painting contract for the new $60,000 Catholic school at Point St. Charles.

W. J. Chapman, Montreal, will do the painting and glazing in the flats being erected at that place by Chas. F. Skelton.

A. J. Wilson, Montreal, will do the painting and glazing in the residences being erected at that place for F. W. Sharp and F. C. Wells.

THE particular dealer we want to get in touch with this time is the man who is tired of handling the kind of paints and varnishes and enamels that don't pay shelf-rent—the dust-catcher kind nobody ever calls for twice, and few people even once. There's news for that dealer in the selling power of FLOORGLAZE (the king of solid-color floor enamels), GRANITINE (the floor finish that wears amazingly) and quite a few other lines of ours that make good.

If that dealer wears your hat it will pay you to ask us questions this very day

Send for sample can of FLOORGLAZE, or GRANITINE

Stocks at Toronto (6 Morse Street), Winnipeg (108 Princess Street), and Vancouver (550 Beatty Street)

IMPERIAL VARNISH & COLOR CO., Ltd., TORONTO

IMPERIAL

ANNOUNCEMENT

Tire Steel Machine Straightened

We are pleased to be able to announce that Tire Steel rolled by us in future will be Machine Straightened.

By this method of finishing our Tire Steel we are confident we can supply uniformly straight bars and of a quality that will give every satisfaction to the consumer.

THE MONTREAL ROLLING MILLS CO.

PAINT AND OIL MARKETS

MONTREAL.

Sept. 3.—Orders are now coming in with a good swing, and manufacturers and jobbers are satisfied with the way trade is shaping. Dealers anticipate a good fall painting season, and are not going to let the demand come upon them with stocks in an incomplete state. Heavy consignments are being shipped by the manufacturers, therefore, not only in liquid paints, but in oils and leads. In fact, the trade is in a very active condition, and manufacturers expect to work at full pressure to keep up a good and uninterrupted supply.

Turpentine continues to ascend. There has been an advance this week of 3c. Manipulation is still going on in Savannah, and there is no information to hand as to how long this is likely to continue. It cannot be said that there is a scarcity of supply on the market. Linseed oil is very strong, and with the English market up may advance again. The other lines are firm, but unchanged.

TURPENTINE—With an advance of 3c this week, turpentine is now quoted at 78c for single barrels, net 30 days. The Savannah market is under strong control apparently, and prices are steadily advancing. There is however, no scarcity of turpentine on the market, and the trade seems fairly well supplied. The demand from dealers is very good, and evidently plenty of stocking up is being done.

LINSEED OIL—There is a strong tone to linseed oil. The demand is active from all parts of the country. Linseed promises to be a good seller this fall. Under these conditions, and the upward tendency of the English market, local prices have advanced a cent. We quote: 1 to 4 barrels, in one delivery; raw, 64½ cents per gal; boiled, 67½c per gal., net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD—Some good shipments have been made this week. Grinders have accumulated a fair reserve of stocks, but not so heavy as they would like in view of the expected demand. The market is firm, and unchanged. We quote: Strictly pure, $5.60 to $6.10, according to quality, and No. 1, $5.10 to $5.60, f.o.b., Montreal.

RED LEAD—The market is in good shape, with a fair amount of red lead in stock. The demand shows improvement and the market is steady and unchanged. We quote: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; less quantities at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

WHITE ZINC—Orders are fairly active, and the tone of the market is good. We quote: Dry V. M. Red Seal, 7½c; Red Seal, 7c; French V. M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¼c.

PUTTY—The demand is heavy, some large consignments going out during the week. There has been no change in prices, and we quote: Standard putty, 800 lbs., in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs., in barrels, $2.15; in 100-lb. cases $2.25; in 25-lb. tins, $2.15; 12½-lb. tins, $2.35 f.o.b., Montreal.

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TORONTO.

Sept. 3.—One of the liquid paint companies, which on August 31, completed its business year, stated that an examination of its books showed that the year 1908-09 was the best one in the history of the house in Canada. The large orders placed at the beginning of the year, together with the good trading in the early spring months, and the unexpectedly large business of June and July, helped place the busines of the house for the past year above any previous record. This instance is but one of many such, all local houses stating that the business up to date, this year, being not only satisfactory, but fully up to anticipations.

August was rather slow in trading compared with June and July, but even so was in advance of the same month a year ago. At present travelers are in the city again off the road to help welcome out-of-town customers visiting the exhibition. The beginning of the week in consequence did not bring many orders, the inference being that the merchants will place their wants in person when they visit the city.

Prices are firm, though unchanged on strictly paint lines. Turpentine remains at last week's quotations, and oil has gone up another cent.

LINSEED OIL.—This is the only line which has altered quotations this week. Evidently the bait of low prices did not frighten the farmers, and with the scarcity of seed and its consequent high price, there was nothing to do but advance oil prices. This week a rise of one cent per gallon is noted over last week's market quotations. Raw is now 64½c and boiled 67½. Prices are firm in England, and in the United States the trade is on the eve of one of the biggest harvests ever gathered in that country. In Duluth bets are being made that the crop will equal 34,000,000 bushels. The Canadian West, too, has a largely increased flaxseed acreage this year.

TURPENTINE.—Although the south reports higher prices for "turps," the local market remains stationary, though the price is firmer than earlier in the week. Single barrels are at 80 cents per gallon; 2 to 4 barrel lots 79 cents; and 5 gallon lots 85 cents. One house is today offering turpentine 2 cents below these figures, but the market is gradually evening up, and all houses are coming closer to giving a flat figure. Sales are slow as yet, small quantities only being brisk in demand.

WHITE LEAD.—The market is firm at unchanged prices, and trading is brisk.

Be ready to give an answer to every man who asks you a reason.

If

"ENGLISH" LIQUID PAINT

is the paint you handle you do not have to stop to think of an answer when asked why it is superior to others.

The formula label on the back of the can answers for it.

It tells you that the base of this paint is 70% Pure White Lead, 30% Pure White Zinc prepared ready for use with pure Linseed Oil, Turpentine and Dryer.

It further tells you that the White Lead used is

BRANDRAM'S B. B. GENUINE

Just mail us a postcard and let us tell you all about our big newspaper campaign and our selling plans.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

It is an

Unquestionable Fact

that a large majority of the hardwaremen throughout this great Dominion have pronounced the Wall Finish called

MURESCO

the best selling, because the satisfaction derived from the use of this Wall Finish is unequalled. Have you fallen into line with the other wise retailers?

GET COLOR CARD AND PRICES

Benjamin Moore & Co., Ltd, West Toronto, Can. New York Chicago Cleveland

IF

the painter wants a rubbed finish on gloss finished work, recommend

FLATTINE

WOOD FINISH.

He is a certain buyer when you have pointed out that FLATTINE gives the appearance of a high-grade rubbed finish, without the labour and expense of rubbing with pumice and oil or water. FLATTINE is a great moisture-resister, and does not mar or scratch white. Be Sure to Stock this Sure Seller.

International Varnish Co., Limited
TORONTO — Branch of Standard Varnish Works.

New York London Berlin Chicago Brussels

The fall business is opening up fairly well, though until after the exhibition it will be almost impossible to gauge the extent of trading ahead. Travelers in from the various routes are unanimous in stating that the outlook is promising. No. 1 is $5.50 to $5.75; pure white runs from $5.90 to $6.10, with a superior grade at $6.35. In red lead the market is nominally unchanged. Demand is slightly easier this week, though this does not appear to be actual condition of the market, which, before the month is out, is expected to be fairly brisk in this line. Casks are at $4.50 and 100-lb. lots, $4.75 to $4.80, unchanged prices from last week.

PUTTY AND GLASS. — Some more improvement is noticeable in the glass situation this week, and the market is slightly firmer. Putty is in fairly good demand, too, at unchanged prices. Casks of bulk putty are quoted at $1.75; 100-lb. drums, $2; bladders in barrels, $2.15, and cases, $2.25.

STAINS AND VARNISHES.—A few fine orders for both varnishes and stains have been placed during the past few days, which really opens the fall demand. The market price situation is steady, all quotations being unchanged. Ready mixed paints are splendid sellers, and a number of small Paris green orders have been filled too.

PETROLEUM.—The market is steady and prices are unchanged. Coal oil is pushing its way to the front again. Gasoline is selling locally at 16½c and benzine at 15½c. Prime white coal oil is 13½c, water white 15½c, and Pratt's astral, 17½c.

LINSEED OIL MANUFACTURE.

The disposition of the flax crop is entirely different from that of other farm cereals. Wheat, oats, barley, etc., are grown because of their food value either for man or beast, but flax is a valuable crop because of the oil which can be expressed from the flax seeds. Paint manufacturers are dependent upon linseed oil for the prosecution of their buisness, no other oil is so useful in dissolving paints, and no oil has the drying properties of linseed oil, combined with cheapness. The oil of the flax seed is used for other purposes than painting, but its value to the paint industry gives it its commercial importance and value.

The extraction of linseed oil from flax seed is not a complicated process, but is nevertheless very interesting. The greatest flax producing countries are Russia, India, Argentina, the Northwestern States and Canada. The flax produced in Russia, and especially Baltic flax, is the best that reaches the Old Country mills. It is of practically the same quality as Canadian flax, as it is produced under practically the same climatic conditions. The flax plant, of course, requires a cool atmosphere in which to reach its greatest development, hence the superior quality of Canadian and Russian flax.

The only by-product of linseed oil manufacture is the oil cake, and the profitable sale of this has an important bearing on the profitableness of the business. It makes excellent stock feed and is used to a greater extent in Great Britain than anywhere else. This big market gives the oil manufacturers in the Old Country a great advantage over Canadian mills, especially mills of Western Canada. There is very little oil cake fed here, by far the greater part of this by-product being exported directly to the Old Country, where the farmers feed it to live stock.

KNOWLEDGE OF ONE'S GOODS.

A definite, comprehensive knowledge of both the use and abuse of paints is something every dealer should take pains to acquire, says V. W. Hartman in Hardware Trade.

Such information is vital to the dealer's success. It will increase both the volume and profit of his paint business.

And when one comes to study this paint question, sees on every hand such vast possibilities, for extending it, and realizes the fact that a large percentage of paint business eludes the dealer every season because of this lack of definite knowledge, it is enough to "make angels weep." Paint, as marketed to-day, is one of the cleanest, easiest and quickest moving commodities handled by the retail dealer.

But the great trouble to-day is, too many dealers merely "handle" paint. Most of them know there is a certain demand for paint. So they handle paint because people ask for it. There is a vast difference between "handling" paint and "selling" paint. The former requires no effort on the dealer's part. He merely supplies that portion of an existing demand that strays into his store. The latter calls into play the dealer's abilities as a salesman. It draws upon his knowledge of paint; demands a study of the needs of his customers and prospective customers; requires of him painstaking effort, unceasing and conscientiously carried out.

If even one-half the thought, effort and money expended annually by paint manufacturers in educating consumers in the uses of paints and finishes were made use of by the dealer, his paint sales would grow at a rate not only gratifying but astonishing to him. Before the retail paint dealer can develop his paint business as it should be, he must know it thoroughly. Then he must make full use of the selling forces the manufacturer places at his disposal.

It is in this failure to use properly the selling forces of the manufacturer that the dealer loses most of his opportunities to develop and enlarge his paint business. And it is too bad to see so much productive energy going to waste; to see a retail paint business either dwindle to nothing or remain stationary, when it ought to pulse and throb with life and activity, growing, expanding, always reaching out for "new worlds to conquer."

THE CANADA PAINT Co.'S
STOVE PIPE VARNISH

BRILLIANT BLACK
Stove Pipe Varnish
In Stone Bottles
(2 Sizes)

Stove Pipe Enamel
In Lever-Lid Tins
(4 Sizes)

"JET"
Stove Pipe Lustre
In Lever-Lid Tins
Half Pint, Wine Measure

CRYSTAL BLACK
In Lever-Lid Tins
Brush attached

Stove Pipe Varnish
In Bulk

Full Particulars on Page 49 of Catalogue

THE CANADA PAINT CO., LTD
MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG

ABOUT WHITE LEAD

When you have trouble with those other leads you have been buying turn again to the popular favorite,

RAMSAY'S EXTERIOR WHITE LEAD

When we first introduced this lead many others tried to follow and imitate, but they have all fallen away and left Ramsay's Exterior in control.

Do you know that in Ramsay's Exterior you get a lead that is better and whiter than any.

STRICTLY PURE WHITE LEAD

We have a booklet to send you that will prove it, and that means money to you.

Enquire about

Ramsay's Exterior Lead

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842 The Paint Makers

There is no Experiment Selling New Era House Paint

It is so well advertised, known and used that dealers who do not handle it, soon realize they are neglecting their own interest as well as that of their customers.

NEW ERA PAINT will hold its color better, last much longer, give a better finish, cover more surface and withstand the weather better than many higher priced brands. New Era is perfectly pure and is sold at a moderate price.

Write for New Catalogue and Trade Discounts.

Standard Paint and Varnish Company
Limited

Windsor, Ontario

White Lead For Five Cents

Make More Money in Your Lead Department

¶ Standard Lead is absolutely satisfactory. You can buy it at 5c. lb. in ton lots, at 5¼c. lb. less than ton lots. You can guarantee every single pound to give satisfaction.

¶ To help increase sales, we are sending ***FREE SAMPLES*** of Standard with every 200 lbs. opening order to give to leading painters and lead users in your territory; free electros for newspaper advertising; lots of advertising literature with every shipment.

¶ Order to-day, so as to get free samples and advertising for your fall paint trade.

The James Robertson Co., Limited
Grinders of White Lead; Mfrs. Paints, Colors, etc. 267 KING ST. WEST, TORONTO, CANADA

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.

Manufacturers RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL

GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENTS
Godfrey S. Pelton & Son, 203 St. Nicholas Building, Montreal

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf

THE STANDARD CANADIAN

COW TIE

(NIAGARA PATTERN)

MADE ONLY BY THE

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS.

ONTARIO.

When the BEST costs no more, Can YOU afford to give your Customers an inferior Cow Tie?

Compare the "NIAGARA" Cow tie with others. It is 10 to 20% stronger, it has EIGHT ADJUSTMENT LINKS — others have four — making it unnecessary for the dealer to carry so many sizes.

EVERY LINK formed on the principle of the SQUARE KNOT making the STRONGEST CHAIN EVER PRODUCED

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS, ONT.

Axoline Axoline Axoline

WONDERFUL! WONDERFUL! WONDERFUL!

AXOLINE is the most wonderful Metal Cleaner in the world.

It is easy to say that.

LET US PROVE IT.

IT IS 75 PER CENT. CHEAPER than any other METAL Cleaner and yet it will make MONEY for you.

IT EXCELS FOR BRASS. It sells readily to the big buildings such as Banks, Public institutions, Railways, etc. ***In Brass alone it would prove a seller.***

But it cleans COPPER, NICKEL, PEWTER, TINPLATE and other METAL WARES.

It costs little and you can sell it on sight.

WRITE TO-DAY FOR THE AGENCY

Send ten cents for generous sample and mention this ad

THE ANGLO-FRENCH IMPORTING COMPANY

232 LEMOINE ST. :: MONTREAL

Quality with a Big Q

There's only one way to get quality out of a can of paint—that's to get a paint that has had **quality** put into it before the can was filled. A pretty label, a high-sounding name, and a lot of claims can never make a paint one whit better than the materials used and the skill employed in its making. Paint is sold in sealed cans—it must be bought and sold on honor—if it is not **made on honor** somebody's going to get cheated.

Martin-Senour Paint

100% PURE

has been made on honor for thirty-two years. It has been bought and sold on honor so long that it has won a reputation that money could not purchase—a reputation that lifts the dealer who sells it away from competition. There's a certainty of a satisfied purchaser in every sale. That's why it builds business bigger and better every year for the dealer—and the same thing can be said of the entire **Martin-Senour Line.** Wouldn't you be more enthusiastic selling paint that you could recommend without a single mental reservation—without an **if** or a **doubt?** And you would sell more of it too. Write today for our proposition to dealers on this **"quality"** paint.

THE MARTIN-SENOUR CO., Limited

Pioneers Pure Paint

Montreal - Chicago

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd.
HALIFAX, N. S.

Island City Liquid

House Paints
Barn Paints
Roof Paints

Are Good Paints

Backed by Our Guarantee

MANUFACTURED BY

P. D. DODS & CO.
Limited

AGENCIES

The Western Paint Co. - Winnipeg, Man.
J. H. Morin & Co. - - Toronto, Ont.
The Capital Paint & Oil Co. - Ottawa, Ont.

HEAD OFFICES AND WORKS
MONTREAL

There Could Be No Greater Tribute

to the quality of Bear Lamp Blacks than that paid annually by the largest Paint Grinders in the Country by placing their contracts with us.

Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

For sale by jobbers in paints.

E. FIELDING, AGENT FOR ONTARIO

Wholesale quantities only

OIL TANK PERFECTION

Complete as a circle

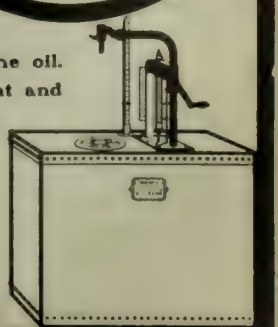
THE BOWSER
SELF MEASURING
OIL TANK

The Bowser does everything that you could expect a machine to do.

It will put just the right quantity into the can, and tell you how much to charge for the oil.

This is all done in an instant and without spilling a drop.

Bulletin 5455 will tell you many more things a Bowser will do for you. Better send for it before you forget.



S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

Be Ready to Meet the Demand for RUBEROID

The money we are pouring into your community to meet the demand for RUBEROID will be worse than wasted if you are not ready to supply the goods.

The people we are sending to your store will not be satisfied with any common roofing, for we have explained to them that while many roofings look like RUBEROID there is but one genuine—but one roofing which has stood the actual test of seventeen years of daily service—RUBEROID.

We have told the people who will come to your store about our exclusive product—RUBEROID in colors—red, brown and green—suitable for the finest homes. If you are not prepared to fill this demand, we will lose and you will lose.

RUBEROID

(Trade Mark Registered)

A roof of RUBEROID is heat-proof, cold-proof, snow-proof, water-proof and weather-proof.

It resists acids, gases and fumes, and it is so nearly fire-proof that burning coals thrown on it will neither set fire to the roofing nor the timbers underneath. Many roofings look like RUBEROID. Many roofings have names which sound like RUBEROID. But there is only one genuine—known by the trade-mark which appears on every four feet on the inside of each roll.

Our international advertising campaign is now in full swing. We are sure to have inquiries for RUBEROID from those who live near you. Be prepared to fill the demand which we create. A postal card will bring our Dealer's Plan, and will explain how we willingly stand the expense to make sales for you. Address Dealer's Department 92-C.

The Standard Paint Company of Canada, Ltd.

Imperial Bank Building **MONTREAL, Canada**

BELT ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions inside.

Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets.

It means money to you too

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

have been the Standard for over seventy yea'

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mar

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. et

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS' SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.

NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER . . . . ONTARIO

Roofing and Building Paper of Quality

THE WISEST DEALER is the one who realizes the importance of having high-class goods to offer to his trade, and who knows how to make use of the reputation of the manufacturers whose product he buys. In the end he wins by giving his trade what is really best adapted to their needs.

We also make Wrapping Paper and OUR LINES make satisfied customers and bring you trade for other goods.

2 and 3 Ply Roofing; BLACK DIAMOND FELT, CYCLONE, JOLIETTE SHEATHING, Etc.

ALEX. McARTHUR & CO., Limited
82 McGill Street MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ....per lb.	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 0	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial.genuine 40c.; Imperial Tough 40c.; White Brass 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal Extra, 12c per lb.; No 1 1 c.; 2, 8c.; 3 7c; Langwell's special anti-friction metal, 1 c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round ...	0 22
Tubing seamless base, per lb......	0 22
Tubing iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot........	14 50	14 60
Cut lengths, round, bars, ½ to 2 in...		21 00
Plain sheets, 14 oz........		21 00
Plain, 16 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base........		26 00
Braziers' (in sheets), 4x8 base		20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60

Galvanized—	Dom.Crown.	Ordinary
18x24x52	4 45	4 35
60........	4 70	4 60
20x28x80	8 90	8 70
	9 40	9 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20....	3 70	3 50	3 65	....
22-24....	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28......	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. .... " 28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2 ..	..	19 25
Middlesboro, No 3 pig iron..	16 75	20 25
Summerlee. No. 2 " ..	19 00	20 00
Carron No. 1	20 50	....
Carron, special........	19 50	....
Carron, soft	19 00	.
Cleveland, No. 1	17 50	20 75
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron........	32 00	32 50
Ferro Nickel pig iron (Soo) ...		25 00
Angles........ ....base	2 60	2 60
Common bar, per 100 lb......	1 85	1 95
Forged iron	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel........	1 85	2 05
Sleigh shoe steel........	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel........	0 15	0 15
Toe calk steel	2 35	2 50
Mining cast steel........	0 07½	0 08
High speed	0 60	0 60
Capital tool steel........	0 50	....
Cammell Laird		0 16
Black Diamond tool steel....	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel........	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $33 50 32 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C, 14 x 20 base	....	$6 00
IX, 14x20 "	....	6 50
IXX, 14 x 20 base	....	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base........	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 25

Bright Cokes.

Bessemer Steel—

I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—

I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	...	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " } 6 75

Tinned Sheets.

72x30 up to 24 gauge, case lots	25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 50	3 60
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, 1c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks........	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 70

COLD ROLLED SHAFTING.

9-16 to 11-16 inch........	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2 Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass........	0 10	0 09¾
" yellow brass	0 08	0 03½
Light brass........	0 03½	0 06½
Tea lead	0 02½	0 02½
Heavy lead........	0 02¾	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No.1	14 50	14 00
Stove plate........	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers........	0 07½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work 65 p.c.
High grade compression work, 60 p c.
Cushion work, 55 per cent
Fuller work, 70 p.c.; No. 0, 75 p c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks. 60 p.c
Kerr Jenkins' disc, standard valves, 62½ p c
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p c: Jenkins disc and quick opening hot water radiator valves, 7 p c
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged 62½ and 10 p c.
Kerr N P Union elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net		1 75
No. 4 " " " ...... "		1 65
No 7 Fuller " " .... "		2 00
No. 4½, " .... "		2 00
Patent Compression Cushion, basin cock, hot and cold, each		$1.25
Patent Compression Cushion, bath cock, No. 2208, each........		2 20

Square head brass cocks, 55 ; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC

Bath tubs, 5 feet, 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30 $7 65
Flat rim sinks, 15 x 24 $2; 18 x 30, $2.35: 18 x 36, $3.50
Low down closet combinations, $14 50.
Laundry tubs, double, complete, $25

HEATING APPARATUS

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch........	2 03	⅛ inch........	2 86
¼ "	2 25	¼ "	3 09
⅜ "	2 63	⅜ "	3 49
¾ "	3 16	¾ "	4 31
1 "	4 54	1 "	6 19
1¼ "	6 19	1¼ "	8 44
1½ "	7 43	1½ "	10 13
2 "	9 90	2 "	13 50
2½ "	15 81	2½ "	21 56
3 "	20 76	3 "	28 1
3½ "	26 13	3½ "	35 63
4 "	29 71	4 "	40 5

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron 65; standard bushings 70; headers, 60; flanged unions 65; malleable bushings, 67½; nipples, 75 and 10; malleable lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb...... 4 50 4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping........	0 18½	0 18½

(Per lb.)

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)........	0 01
Sugar of lead........	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green "	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons........	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls 1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums........	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs........	0 09

The Best Seller of Its Class

is the **"Pyramid" Magnetic Razor**

It retails at $2.00 and is a good line to specialize on. For fineness of material, finished appearance and keenness of edge it cannot be surpassed.
Quality is in the goods and so is satisfaction.
LEADING CANADIAN JOBBERS HANDLE IT

Manufactured by

Nixon & Winterbottom, Limited, Sheffield, England

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70 0 90
" " 5 gal. tins	0 65 0 85
Sherwin-Williams paints, qt tins	1 60
Canada Paint Co.'s pure, qt tins	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 55
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil per lb	0 08 0 08½
Motor Gasoline single bbls	0 18½
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 78 0 80
Linseed Oil, " raw	0 64½ 0 64½
" " boiled	0 67½ 0 67½

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 35
Decorators' pure	5 85	6 10
No. 1 Canadian	5 50	5 75
Munro's Select Flake White	6 10	6 35
Elephant Genuine	6 10	6 35
Tiger Pure	5 75	5 85
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 75	7 00
" Anchor," pure	5 65	5 90
Ramsay's Pure Lead	5 65	6 00
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		6 00
Robertson's O.P., lead	5 60	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 50
Genuine, 100 lb. kegs, "	5 00 5 00
No 1, casks, per 100 lbs	4 00 4 0
No. 1, kegs, per 100 lbs	4 50 4 50

WINDOW GLASS

Size United Inches	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
" union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps brown japan	1 50
No 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 00
" Kyanize" Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Fla tine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1 per 400 ft. roll	0 55
Tarred Fibre Cy lone, 25 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 8
Plain Surprise per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw plain & tarred per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60", per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 07
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Cans, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 70 1 75
Belgium	1 60 1 90
White Bros. English	2 00 2 05
" Lafarge " cement in wood	3 40
"Iron Clad" cotton	2 10
Iron Clad" paper	2 15
" wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 25
over 12 in. "	3 25

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No 50, $17.58; No. 51, $7.75; No. 120, $16 10
Screen door sets No. 2250, $14 95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—	
¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes and hooks, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hook, 60 and 10 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 50 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 2 lbs	0 95

SASH CORD.

No 12, per lb	0 27

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No 14	6 75
Blind, per lb	0 12

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50 14 00
Painship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz.	6 00 9 00
Double bit, "	9 00 11 00
Bench Axes	6 75 10 00
Broad Axes	22 50 25 00
Hunters' Axes	5 00 6 00
Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 6 00
Barrell "	4 50 6 85

BITS.

Ford's auger bits 30 and 10 per cent
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 53

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, doz	0 35
Ladies' claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 2

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round 5 inch per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 10 inch, $5 dozen
Picks, 17 cents per lb.
Pick handles, $ 85 dozen.
Prospecto r's hammers, 20 cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb,

Amatite ROOFING

TRADE B MARK

The Paterson Mfg. Co., Ltd.

MINERAL SURFACE NEEDS NO PAINTING

AMATITE roofs need no painting. The owner need never look at them; they take care of themselves. They are "no-trouble" roofs. They present to the weather a *real mineral surface* against which storm and wind and snow are absolutely powerless. This surface does not require constant painting like the smooth surfaced or so called "rubber" roofings. The mineral surface is far better than paint.

Of course before Amatite came, the "smooth surfaced" roofings were the best kind to buy. Now that Amatite has been invented and thoroughly tested by years of use, painting a roof is wasteful and unnecessary. The cost of painting a "rubber" roofing from year to year will soon cost more than the roof itself. That is why everybody who knows about roofing is buying Amatite nowadays. *It needs no painting.*

Amatite is easy to lay. Anyone can do the work. Large headed nails and liquid cement come free with every roll.

We shall take pleasure in sending you a sample of Amatite with our compliments upon request. Address our nearest office.

TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N. B., HALIFAX, N. S.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood No. 68 2 foot. doz..........	1 15
Ivory, No. 1282, 2 foot, each..........	3 50

SAWS.

Atkins, hand and crosscut 25 per cent.
Disston's Hand, discount 15 per cent

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in, $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

adian discount, 40 p c.

SCREW DRIVERS.

Sargent's ....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal. ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each....	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822. 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
S ... ras wood track	4 50	6 00
Z nith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	. ..	50
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
orm King and safety hangers	....	7 00
' rail................	....	4 25
wn		4 85
cent........	....	6 50
vereign..........	....	7 25

hicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen......	2 25
Defiance, dozen..............	2 75
Gem dozen	7 50

HARVEST TOOLS.

60 and 10 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross	....	9 00
" " ½ " .... "	....	10 00
" " ⅝ " .... "	....	12 00
Leather, 1-inch ......per doz.	....	4 00
Leather, 1¼ " ...... "	....	5 20
Web................. "	....	2 45

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31
Niagara Spray Nozzles, doz	8 30

Less 5 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in......	0 70
" " neckyokes, 36 in......	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in....	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..............	0 10¾
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11¾
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½
Buckworth, per lb........	0 10½

VISES.

Wright's......................		0 13½
Berg's, per lb......		0 12½
Brook's......................		0 12½
Pipe Vise, Hinge, No. 1		3 50
" " " No. 2......		5 50
Saw Vise	4 50	5 00
Buckworth, per lb..........		0 12

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts....................	60
Bolt Ends......................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list......	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4¾c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties. 40; Tie out chains, 65; Stall fixtures. 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
C ewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller. $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunk steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d........	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d..................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails. 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs.,$2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.

Bench, wood ....per doz.	5 00
" iron .... "	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent

SPORTING GOODS.

CARTRIDGES

"Dominion Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges. f.o.b. any jobbing point east of Manitoba Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20. per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c,

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring, 40c.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's...............	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Clauss, 50 and 25 per cent.

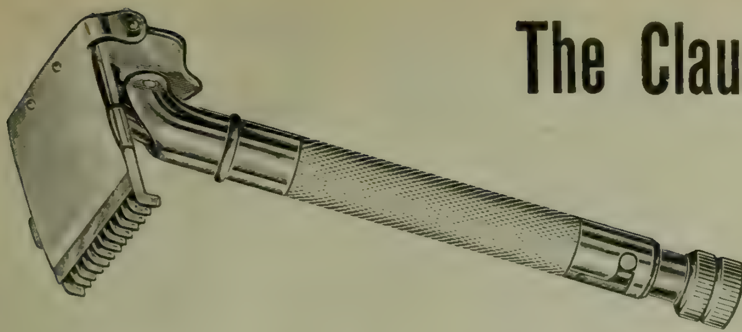
PLATED GOODS

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and
Hutton's "Cross Arrow" flatware, 42½ "Singalese and "Alaska" Nevada ver flatware, 42 p c

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40 pruning, 70.
Seymour's, 50 and 10 per cent.

The Clauss Automatic Safety Razor



This razor is simplicity itself. It is antiseptic. No loose parts to get lost. Made of best material and silver plated throughout. Each blade sold under a positive guarantee. Twenty-four cutting edges with each razor. Clauss Automatic Safety Razor retails for **$4.00**

Merchants, Write for Trade Discount

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : . : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.
Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.
Asbestos mats, 50 p c.
Can openers, per doz 0 40 0 75
Mincing knives per doz 0 50 0 90
Duplex mouse traps, per doz.... .... 0 65
Potato mashers, wire, per doz... 0 60 0 70
" wood " .. 0 50 0 60
Vegetable slicers, per doz 2 25
Universal meat chopper No. 1.. .... 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 and 5 p.c.
Star Al chopper 5 to 32 .... 1 35 4 10
" " 100 to 103 .... 1 35 2 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c

LAMP WICKS.
Discount, 60 per cent.

METAL POLISH.
Tandem metal polish paste...... .... 6 00
Axoline brass cleaner, 100 in package 6 50

SAD IRONS.
Mrs. Potts, No. 55, polished....per set 0 75
" No. 50, nickle-plated, " 0 80
" handles, japaned, per gross 8 40
Common, plain...................... 4 25
" plated 5 50
Asbestos, per set.............. .... 1 50

TINWARE

CONDUCTOR PIPE.
2 inch, in 10 foot lenghts............ 2 65
3 " " " 3 35
4 " " " 4 25
5 " " " 5 75

FAUCETS.
Common, cork-lined, 35 per cent.

EAVETROUGHS.
8 inch, in 10 foot lengths.... .... 2 40
10 " " " 2 85
12 " " " 3 30
15 " " " 4 30

FACTORY MILK CANS.
Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p c.
Railroad and cream cars and tops 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.
Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE
Dufferin pattern pails, 5 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

PIECED WARE.
Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.
Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks 8 00

SHEET IRON WARES
Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 5 and 10

STOVE BOARDS
Lithographed, 60 and 10

OIL STOVES AND OVENS
Oil and gasolene stoves and ovens, 50.

STOVEPIPES.
5 and 6 inch, per 100 lengths 7 00
7 inch........ " " 7 50
Nestable, discount 45 per cent.

STOVEPIPE ELBOWS
5 and 6-inch, common........per doz. 1 22
7-inch........................ " 1 35
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain and retinned, 75 and 12½

WIRE

ANNEALED CUT HAY BAILING WIRE.
No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½ $4.10; No. 14 $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.
High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.
Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.
Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.
$2.25 base f.o.b., Montreal.

GALVANIZED WIRE.
From stock, f.o.b. Montreal — 100 lb., Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2 25; 10, $2 75; 11, $2.80; 12, $2.40; 13 $2.50; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.30; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.
Galvanized barb.............. 2 50 2 55
Galvanized, plain twist 2 60 2 85
F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ¾, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ¾, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.
Galvanized 2 75
Plain 2 50
Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.
Mops, per doz............... .... 1 20 1 50
Folding ironing boards..........16 25

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.
Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz. 7 80
Common doors, 2 or 3 panel, grained only, 4-in., style............per doz. 8 10

WASHING MACHINES.
New Ontario....... .... 41 25
Round, re-acting per doz. 73 75
Square " " 77 50
Dowswell 48 75
New Century, Style A 93 75
Ideal Power......................... 165 00
Daisy......... .... 67 50
Stephenson 74 00
Puritan Motor 165 00
Connor, improved.................. 48 75
Ottawa 51 25
Connor Ball Bearing 108 75
Conner Gearless Motor Washer 172 50
20 per cent.

WRINGERS.
Royal Canadian, 11 in.. doz 42 25
Improved Royal Canadian, 11 in.... 44 75
Eze. 10 in., per doz 43 25
Bicycle, 11 inch.............. .... 54 25
Trojan, 12 inch............... .... 97 50
Challenge, 3 year, 11 in........ .... 45 75
Ottawa, 3 year, 11 in.... .... 52 00
Favorite, 5 year, 11 in.... .... 53 00
20 per cent.

MISCELLANEOUS

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.
Berg's wing pump, 75 per cent.

ROPE AND TWINE
Sisal.............................. 0 09
Pure Manilla 0 11
"British" Manilla.................. 0 09
Cotton, 3-16 inch and larger 0 21 0 22
Russia Deep Sea 0 16
Jute............................... 0 09
Lath Yarn, single 0 08½
" double 0 09
Sisal bed cord. 48 feet........per doz. 0 65
" " 60 feet........ " 0 80
" " 72 feet........ " 0 95

Twine.
Bag, Russian twine, per lb. 27
Wrapping, cotton, 3-ply 0 25
" 4-ply 0 29
Mattress twine per lb. 0 33 0 45
Staging " 0 27 0 35

BINDER TWINE.
500 feet, sisal 0 08¼
500 " standard 0 08¼
550 " " manilla 0 09¼
600 " " 0 11¼
650 " " " 0 13
Car lots, ¼c. less; 5-ton lots, ⅛c. less Central delivery.

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne - Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.
Washita ....per lb. 0 25 0 37
Hindostan .... " 0 06 0 10
" slip .... " 0 18 0 20
" Axe........ " 0 10
Deer Creek........... " 0 10
Deerlick .... " 0 25
" Axe .... " 0 15
Lily white .... " 0 42
Arkansas .... " 1 50
Water-of-Ayr ... ... " 0 10
Scythe ....per gross 3 50 5 00
Grind, 40 to 200 lb., per ton.. 20 00 [illegible]
" under 40 lb., " 4 00
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Maxwell, David, & Sons, St. Mary's, Ont

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The Morris & Bailey Steel Co., Pittsburg, Pa.

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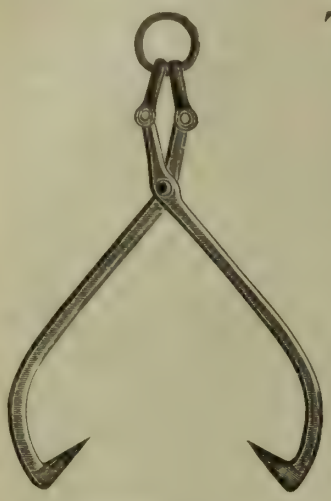

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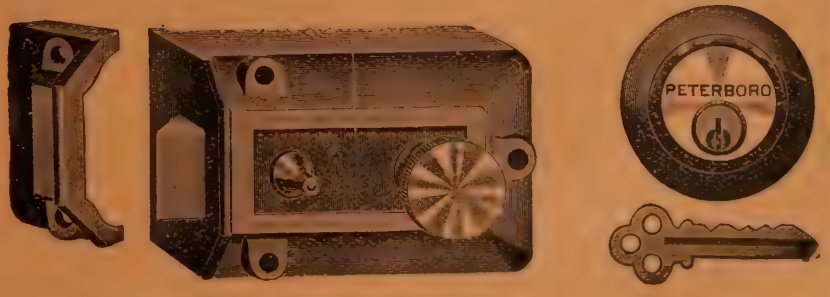

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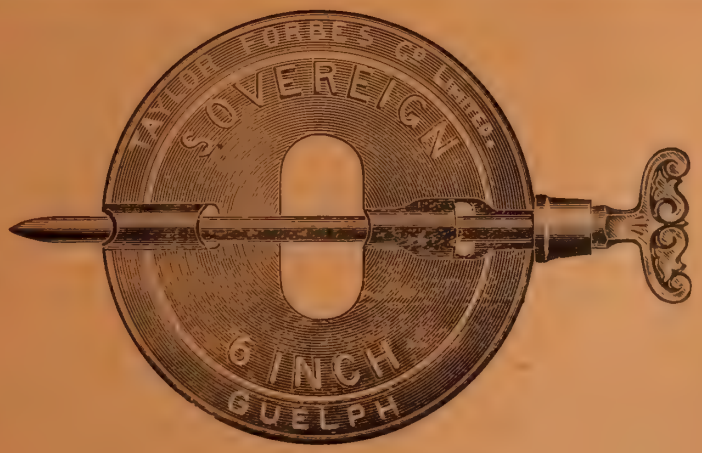

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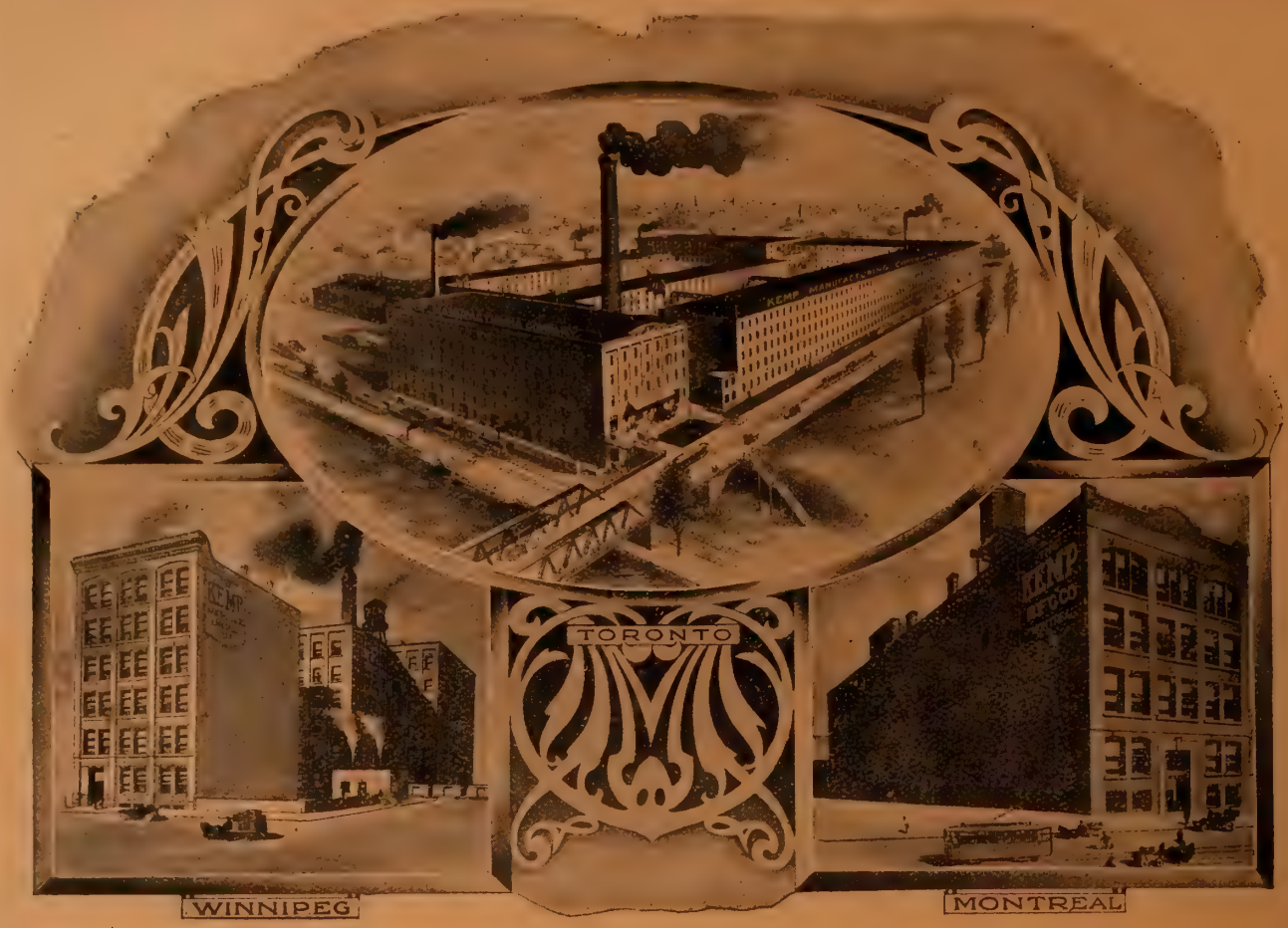

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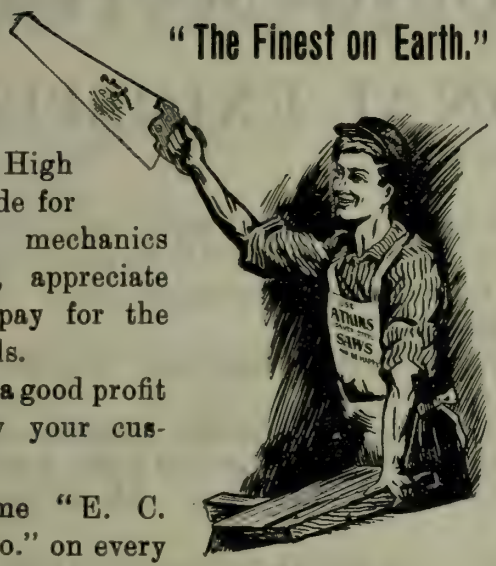

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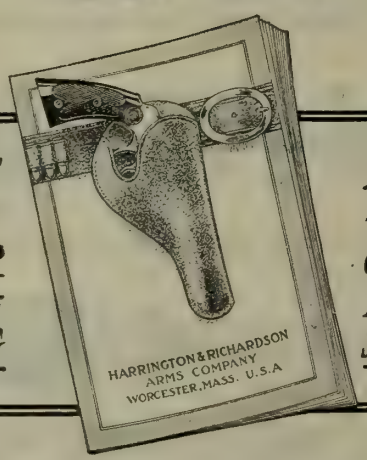
TRADE MARK

TRADE MARK



WE WANT YOU TO HAVE OUR = NEW = CATALOG

A BEAUTIFUL 40 PAGE BOOK OF FIREARMS INFORMATION SEND FOR IT NOW.

HARRINGTON & RICHARDSON ARMS COMPANY

615 Park Ave., Worcester, Mass.

has been the means of distributing thousands of our beautifully illustrated catalogs throughout the country.

Think what this means to every dealer who handles Harrington & Richardson guns and revolvers—to have the complete line together with valuable fire arms information, placed before the public—your customers in their own homes.

Your Store

is the place we want to guide those interested. Keep your line complete.

If you have not already received a copy of our new catalog, send for one to-day. Please remember also that we will send you prepaid a sufficient number to distribute to your own customers if you desire.

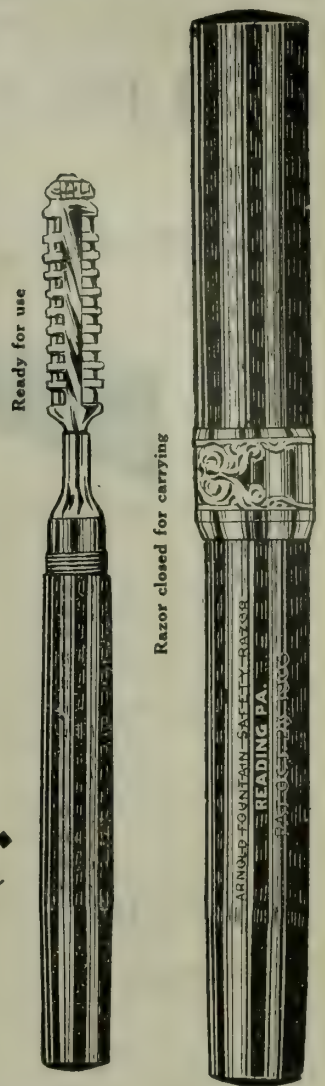
WRITE US TO-DAY

Harrington & Richardson Arms Co.

615 Park Ave., Worcester, Mass.

The REAL Safety Razor

The Best Razor in the Most Convenient Form



Arnold Fountain Safety Razor

Every day we receive inquiries that had been sent to the Manufacturers of the Arnold Safety Razor, wanting to know where they can buy these goods in Canada.
So we would like it known that we are the exclusive Canadian Agents.

THIS RAZOR SELLS AT $5.00 RETAIL.

They pay the Storekeeper a good margin of profit. They also pay the jobber a fair profit. These razors are put up in a very attractive shape. They take up the same amount of room exactly as a Fountain Pen, and best of all they do the work for which they are intended.
This is the only Safety Razor that is held and manipulated like the old-fashioned Blade Razor. It cuts the beard but does not scrape.

Send for Booklet Giving Full Information

LEWIS BROS., Limited

Exclusive Canadian Distributors

Ottawa Toronto MONTREAL Calgary Vancouver

"WINCHESTER"

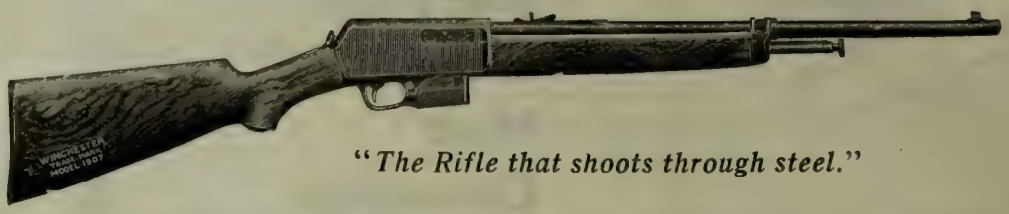
REPEATING

RIFLES, CARBINES and SHOTGUNS

GET READY FOR THE FALL TRADE

SELL THE BEST — MAKE LARGE PROFITS

MODEL 1907



"The Rifle that shoots through steel."

MODEL 1907—351 C.F. Automatic Rifle is the most up-to-date Rifle on the market. Magazine holds six shots, 20-inch round nickel steel barrel, length over all 38 inches, weight 7¾ lbs. each.

Order a sample at once.

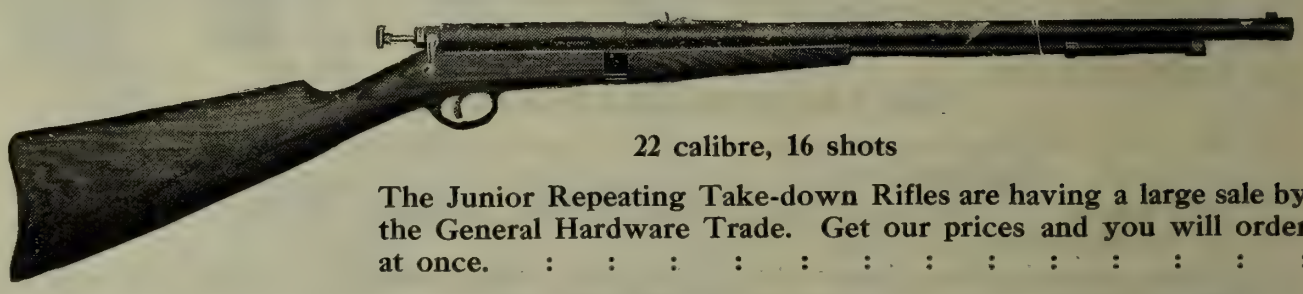
OTHER LINES WE HANDLE:

Marlin — Stevens — Hopkins & Allen's — Remington

AND ALL KINDS OF

SINGLE and DOUBLE-BARREL SHOTGUNS

Hopkins & Allen's Military Bolt-Action Repeating Rifle



22 calibre, 16 shots

The Junior Repeating Take-down Rifles are having a large sale by the General Hardware Trade. Get our prices and you will order at once. : : : : : : : : : : : : :

SPECIFICATIONS—22-inch barrel, take down, 22 calibre; magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier; shoots 16-22 short or 12-22 long or long rifle cartridges; length over all, 40 inches; weight, 5½ lbs.

ASK OUR TRAVELLERS ABOUT THESE LINE

F.&W.

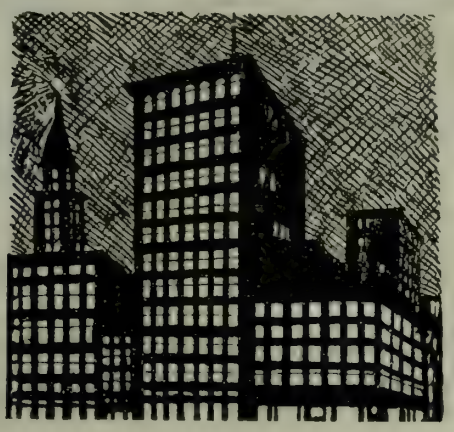
FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

F.&W.

Toronto Week



Toronto offers a cheerful welcome to all Exhibition visitors, and we hope to see as many of our out-of-town friends as can find it convenient to get here. Every facility of the establishment is entirely at your service, together with a well-equipped Sample Room that speaks for itself. We want customers to make this their headquarters whenever in town, and to feel thoroughly at home, regardless of business.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

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DISSTON

SAWS, TOOLS AND FILES

MADE
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USED **On Merit**

AND THE CONFIDENCE PLACED IN THE QUALITY AND EFFICIENCY OF THE

DISSTON BRAND

SHALL BE AS WELL-DESERVED IN THE FUTURE AS IT HAS BEEN DURING THE PAST

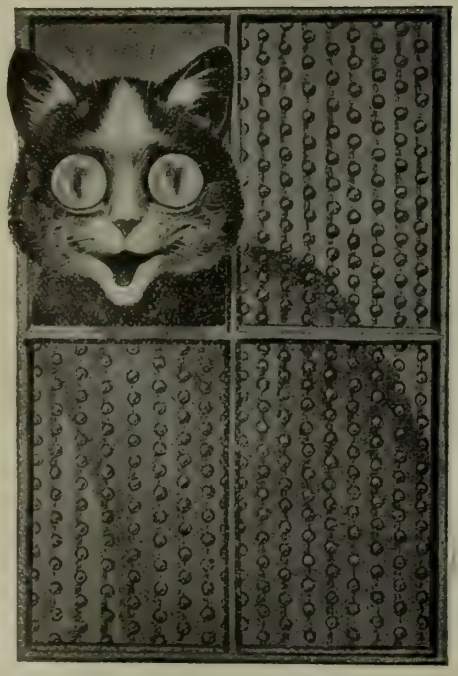
SIXTY-NINE YEARS

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works PHILADELPHIA, PA.

CANADIAN WORKS: 112 Adelaide St. East, Toronto, Canada



Cat's Eye Glass

This is the latest in Ornamental Glass. It obscures the view but not the light. Being made on a scientific basis it meets the present building conditions much better than the general run of flowery figured designs. Write our nearest office for price and sample.

The HOBBS Manufacturing Co., Limited

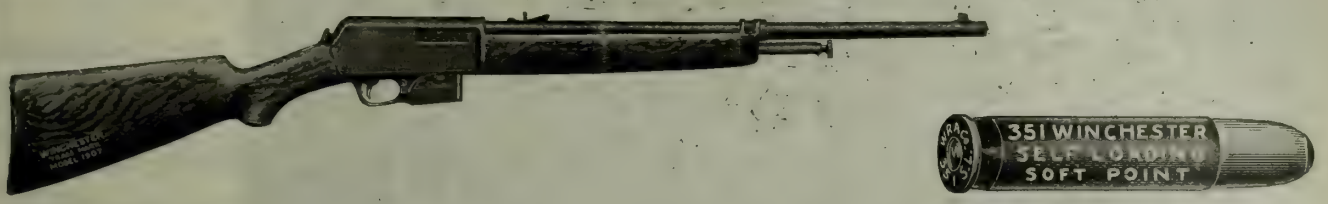
FACTORIES AND WAREHOUSE

TORONTO LONDON WINNIPEG

Winchester Rifles

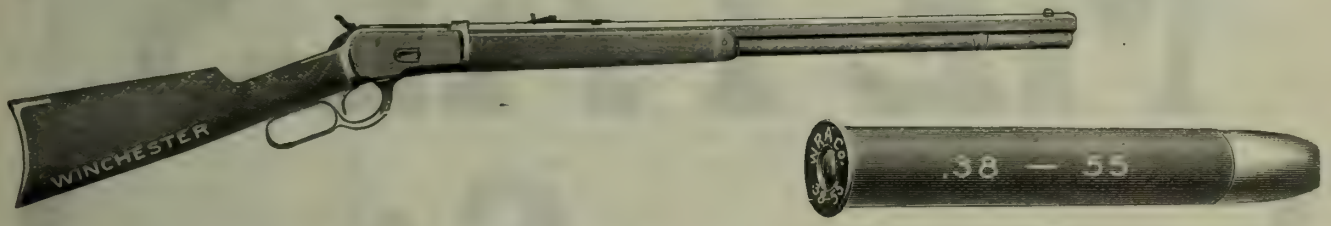
Caverhill Learmont & Co.,

are made by experts, each rifle being thoroughly tested for strength, accuracy and manipulation before it leaves the factory. The sights are properly aligned and given correct elevation. No other Rifle will give your customer better satisfaction.



Model 1907 Take-Down Hammerless Self-Loading Rifle .351 Calibre takes High Power Cartridges. Powerful enough for Largest Game. Cartridges for this Rifle when used with Metal Patched Bullets will Penetrate ¼-inch Steel Plate.

Model 1895 is Unsurpassed for Large Game Shooting on Account of Range and Tremendous Killing Power. We Stock .303 British and .30 U.S. Army Calibres in this Model.

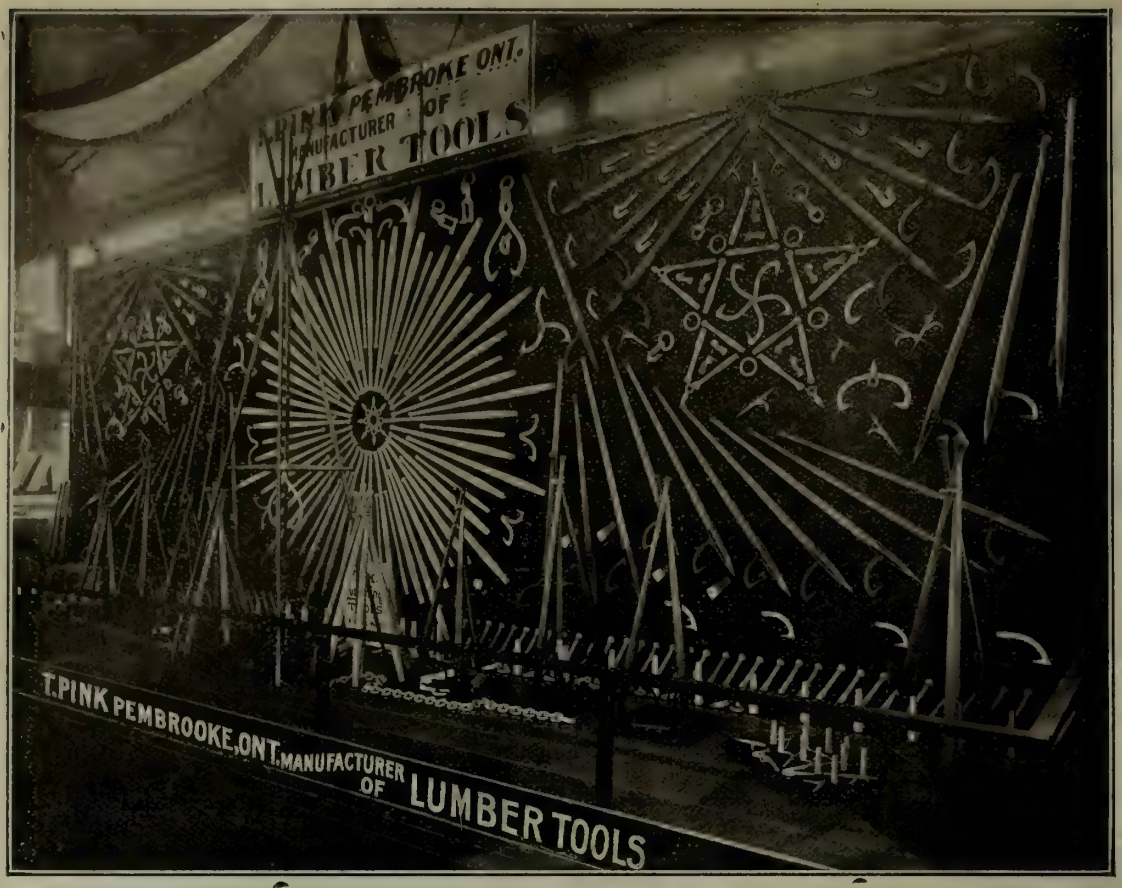


Model 1894 can be sold at a price that will bring it within the reach of all. For years it has been one of the most popular Rifles made. Besides the well-known 38-55 Calibre we stock .30 W.C.F., 32-40 .32 Win. Special Calibres.

Full Assortment of Rifles, Guns and Ammunition
Shown in our 1909 Gun Catalogue.

Caverhill Learmont & Co.

Montreal and Winnipeg



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

METALS

Iron and Steel

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Corner King Street and Spadina Avenue

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Simonds' "Crescent Ground" Cross-Cut Saws

The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. Montreal, P.Q., Vancouver, B.C., St. John, N.B.

"An honest tale speeds best, being plainly told"

There is no more profitable line for hardwaremen to handle than brooms, brushes and woodenware, and there are no better or more profit-making

BROOMS, BRUSHES AND WOODENWARE

on the market than those made by

Thomas Bryan, Limited, London, Canada

*Western Representatives :—***WINNIPEG PAINT and GLASS CO., Ltd., Winnipeg, Calgary and Edmonton**

LOOK AT THIS !

Vertical Dominion Wafer Register

The design is Moorish, the finish first-class and the effect pleasing. This register, which is also built horizontally, is used for first floor rooms, and is drilled ready for insertion of screws to attach to the base-board.

The lever is nickel-plated, and the fans are painted vermilion. The register proper receives two coats of enamel and is thoroughly baked, being ground first of all to a smooth finish.

Let us send you Quotations.

MANUFACTURED BY

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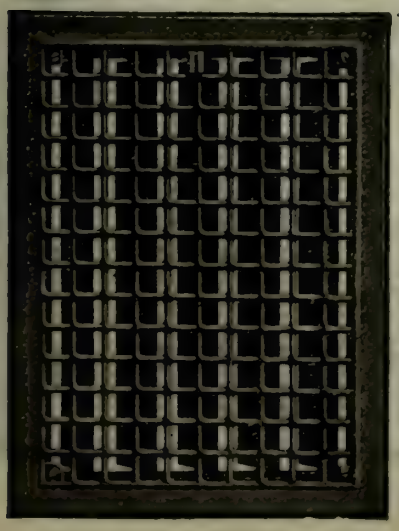


H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY Co.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. Office: CHICAGO, ILL.

Crescent Brand
Registered

IMPORTANT ANNOUNCEMENT

There is a gradual rise taking place in the value of all commodities.

Deliveries of raw material are not so prompt as they have been.

Good buyers seem to have come to the conclusion that it is good business to anticipate their wants some time into the future.

Authorties have recently expressed their opinion that the balance of this year and next year will be the busiest in the history of Canada.

Only a short time ago it was necessary for buyers to look ahead and anticipate their wants for six months.

PRICES TO-DAY ARE AT THE BOTTOM

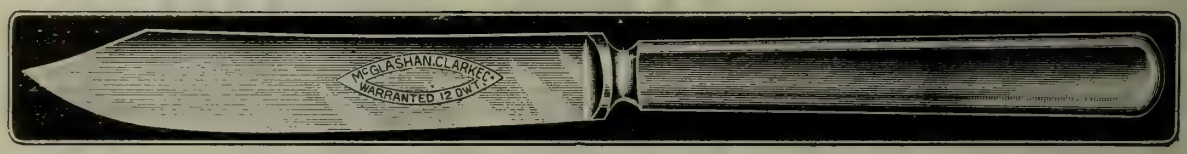
There will be a wonderful revival in most all lines of business — none more so than in Steel and Iron Hardware.

We have backed up our belief in an increasing business by building large additions to our plant, installing modern machinery, making large purchases of raw material, and recommend that our customers buy promptly and liberally to insure prompt delivery when the rush season opens.

Of course you will want the best; so order Hinges, Butts, Plated Butts, Brackets, etc., etc., from us.

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, ONTARIO



A STRONG-SELLING and SEASONABLE LINE

Put up in half-dozen lots, in white satin-lined boxes. The cut shows the plain 12-dwt. quality Fruit Knife, a good line to handle just now with profit. Write for our catalogue.

THE McGLASHAN CLARKE CO., Limited, Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILP, 291 Portage Avenue, Winnipeg, Man.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

ADAPTED FOR BLACK OR NITRO POWDER

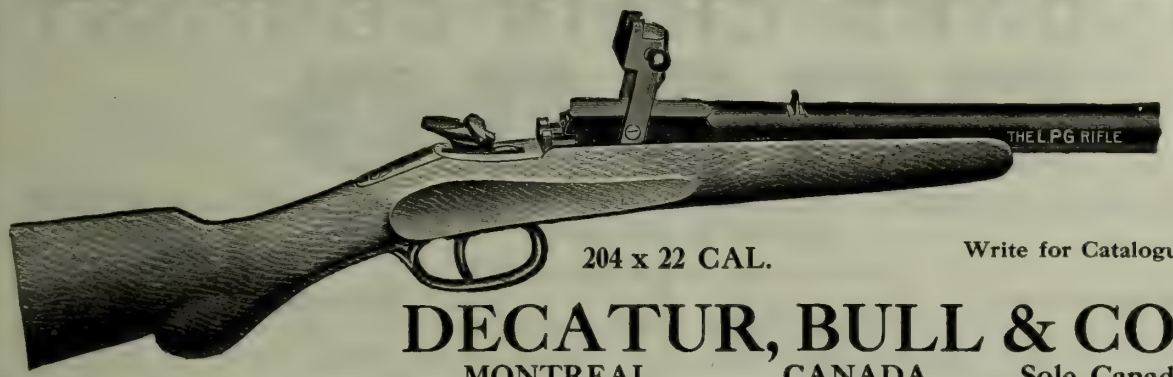
THE CELEBRATED
L.P.G. GUNS

GUARANTEED
GOVERNMENT TEST

No. 57/8

THE ORIGINAL LONG PATTERN GUN

All Guns and Rifles bearing the L P G. Trade Mark are acknowledged a standard of quality, finish and accuracy, made only by experienced workmen. Prices moderate.



204 x 22 CAL.

Write for Catalogue and Prices.

DECATUR, BULL & CO.

MONTREAL, CANADA, Sole Canadian Agents

OUR NEW CATALOGUE

No. 71

TRADE MARK

Is just off the Press.

It lists our complete line and if you have not received a copy write for one to-day.

TRADE MARK
W&B

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

If you are certain,

quite certain, that you are doing all the business in your district that is possible, we have no good news for you; but if you are a progressive, live man, we can show you how you can consiberably increase your income by selling our Structural Steel.

We will do all the quoting of prices, protect you and assist you all we can. Do not delay, but write us for particulars.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY

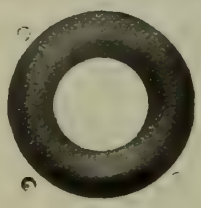
COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

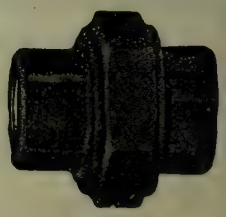
Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Stop the Leaks



The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

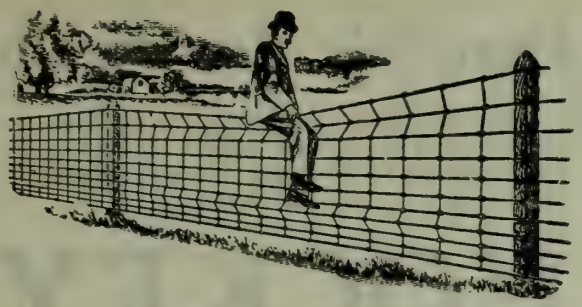
THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.



THE DILLON HINGE STAY FENCE

is the *best* because it has joints in the upright at every strand wire, and will give under pressure without bending the stays.

The mesh is square and the fence is flexible, and no dearer than inferior fences. You can handle this line with much profit.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Metal Side Walls

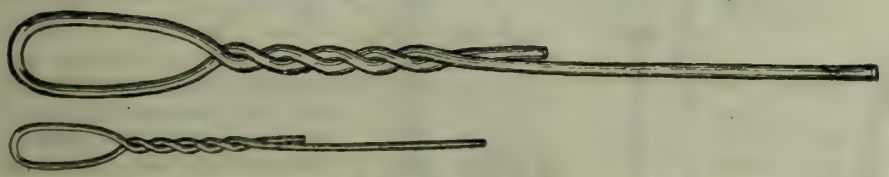
Every public building in your town should have metal ceilings and side walls. It is our fault and yours, if they haven't. Let's get after them. Send us the names of people in your town who might be interested in sheet metal interior decorations, and we'll stir them up in your behalf.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

Annealed Hay Baling Wire

supplied in lengths, cut and straightened any size

and



Single Hoop Bale Ties

ALSO

Wire Nails, Wood Screws, Bright Wire Goods

Specify for "Dominion" Goods—Quality Guaranteed

Dominion Wire Manufacturing Co., Ltd., Montreal

CONGO ROOFING | Guaranteed By a Surety Bond

TO CONVINCE the public that 3-ply Congo Roofing will really last *ten years*, we furnish with every roll a bond of the National Surety Company backing up our guarantee.

THIS BOND gives you absolute certainty that our promise will be made good.

WE DON'T CONSIDER that the bond is necessary, but it serves to show how firmly we believe in the *durability* of our product.

ANY MANUFACTURER could say as we do, that his roofing will last ten years, but we show that we mean business when we *back up* the guarantee with a genuine Surety Bond.

THE ONLY THING for us to do under these circumstances is to make a roofing which will stand the test, and outlive the guarantee period.

That is what Congo will do.

OTHERWISE, we could not afford to bind ourselves over to a Surety Co., and thus insure the thousands of Congo roofs which are being laid every year all over the country.

FREE SAMPLE

WE SHOULD BE GLAD to send you a copy of the bond without charge. We will also send you at the same time a sample of Congo, so that you will see the reason for our confidence.

UNITED ROOFING AND MANUFACTURING CO.
PHILADELPHIA, PA.

Successor to BUCHANAN-FOSTER CO.

H. S. Howland, Sons & Co., Toronto; Starke-Seybold Co., Ltd., Montreal; Mechanics Supply Co., Quebec; S. Hayward Co., St. John, N.B.; Geo. E. Smith & Co., Halifax, N.S.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.

Here We Are Again

the old reliable manufacturer of Hockey Sticks, who has made a reputation for himself from coast to coast. When you are looking for quality in

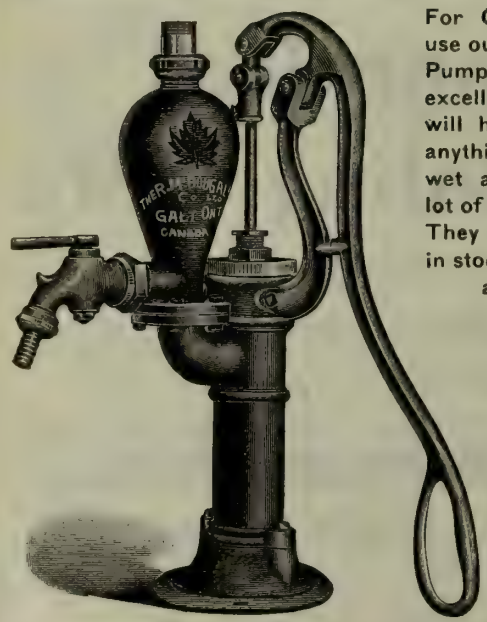
HOCKEY STICKS

ask your jobber to show you the kind Salyerds makes, and he will if he is on to his job. Some new designs this year, and it will pay every live dealer to stock them. Jobbers only supplied.

When the question is Hockey Sticks the answer is Salyerds

E. B. SALYERDS

PRESTON :: :: :: ONTARIO



For Contractors' use our Diaphram Pumps are unexcelled. They will handle most anything that is wet and stand a lot of hard usage. They are always in stock here and a sample on your floor might be mutually interesting.

Always the "Aremacdee" quality, so you take no chance.

Catalogue? Sure.

The R. McDOUGALL CO. LIMITED

Galt, Canada

The **AYLMER**

Double Cylinder Double Acting Hand

Force Pump

only pump made that has no leather or rubber valves and requires no packing of any kind.

This pump has two individual cylinders working alternately and therefore throws a continuous stream and makes a wonderful hand force pump for all purposes.

All lines of Pumps and Scales always in stock.

Write for Catalogue and Prices.

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

J. H. ROPER

GENERAL HARDWARE AND METAL AGENT

REPRESENTING

JOHN SHAW & SONS

Wolverhampton, Ltd.

WOLVERHAMPTON

General Hardware and Metal Merchants

LOWEST QUOTATIONS ON

Coil Chain, Bar Iron, Black Sheets, Tin Plates, Sheet Lead, Sheet Zinc

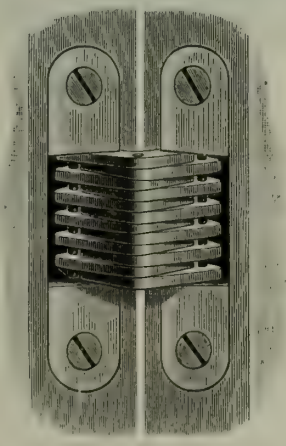
INQUIRIES SOLICITED FROM THE JOBBING TRADE

OFFICE AND SAMPLE ROOMS: YORK CHAMBERS

82 St. Francois Xavier St., MONTREAL

You May Think

your stock is up-to-date in every respect



But—Do You

handle the S O S S Invisible Hinge?

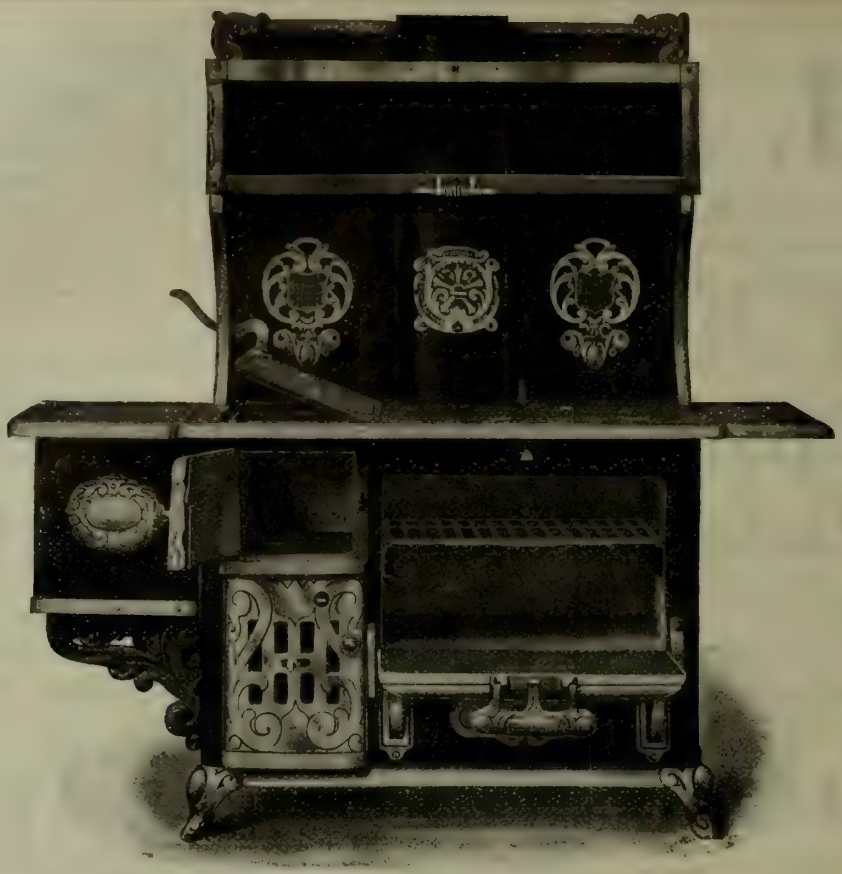
This hinge has practically no limit to its uses, and can be mounted with very little trouble. It is stronger than any other hinge of its size and weight, and is a splendid seller. You can't afford to be without it. Make a point of seeing the

SOSS INVISIBLE HINGE

in the **Process Building** at the **EXHIBITION,** or call and see it being made at 104 Bathurst Street. You will be right welcome.

THE SOSS INVISIBLE HINGE CO., Limited 104 Bathurst Street TORONTO, Canada

THE MONARCH



PENINSULAR

has made a record for itself with our customers as the

"Easy Range to Sell"

Here are four reasons:

1. **The Reversible Reservoir.** This may be used at either end of the Range and the change can be made by anyone in a few minutes.
2. **The Firebox for Wood** is **27 inches long** and large enough to take very coarse, rough wood.
3. **The High Closet Door** opens like the oven door, and when open makes a large, roomy shelf.
4. **The Front Key Plate** can be raised for convenience in broiling and toasting.

In short, the **MONARCH** has all the conveniences that it is possible to put in a range, and in addition is a large, handsome steel range that will immediately impress itself favorably upon prospective buyers.

CLARE BROS & CO., LIMITED

PRESTON

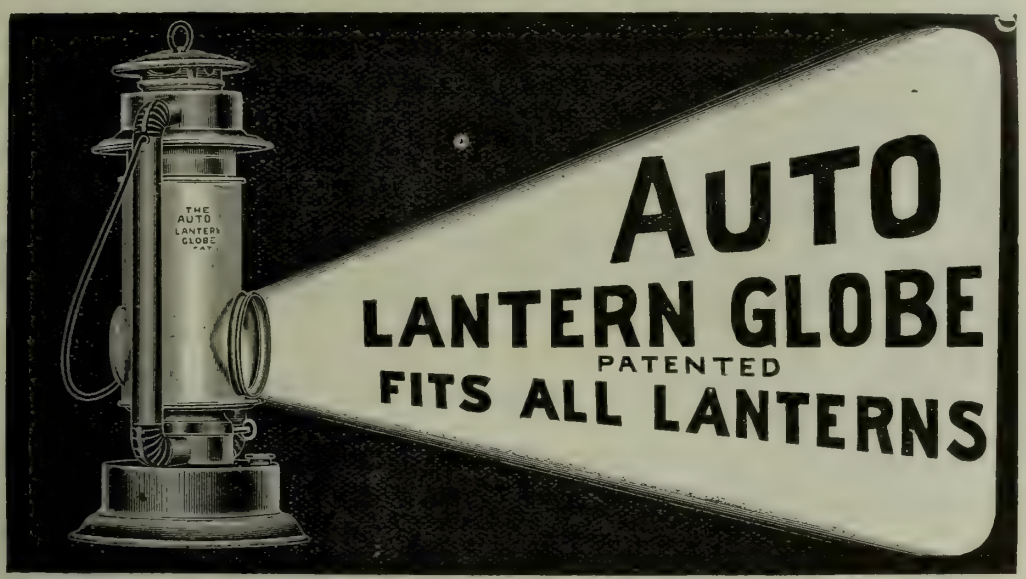
We are making an exhibit at the Toronto Exhibition and will be pleased to meet anyone interested.

Branches:

CLARE & BROCKEST - Winnipeg and Calgary
J. M. KAINS & CO., - . Vancouver
C. L. RACE & CO., - - Edmonton
THE MECHANICS SUPPLY CO., Quebec

28 THOUSAND
"AUTO" Lantern Globes
SOLD IN FOUR WEEKS

AUTO GLOBES



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(ORDER BY NAME)

Are You Getting a Share of this Trade?

If not, order now—If you have them
show your customers what they are.

No More Broken Globes or Explosions

Our circular will tell you all about it. Free for the asking.
Sold by wholesalers everywhere or by the makers

The SCHULTZ MFG. COY., Limited

Hamilton, Canada

Manufacturers of

Lamp and Lantern Burners, Brass and Lamp Specialties

A. H. BRITTAIN & CO., Sales Agents, MONTREAL

Air-Tight Heaters

We only show two of our numerous styles of Air-Tight Heaters here, but we have any size or style that you could desire.

These little sheet iron stoves are the most convenient fall heaters on the market and the demand for them is very large.

Our Air-Tights are all anti-rust coated and are all constructed of extra heavy metal. They can be supplied with or without foot rails as desired. The cost is small and you could put in a stock of one or two of each style of these for a minimum price if only for the purpose of leaders and to

ATTRACT TRADE

London Toronto Vancouver St John, N.B.

McClary's

Montreal Winnipeg Hamilton Calgary

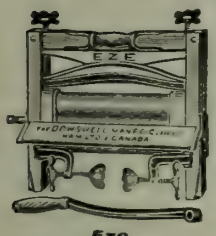
Seasonable Goods and Good Sellers at All Seasons

There's a reason why ***Dowswell Wringers*** have held the market for years with constantly increasing sales.
They're better made, better finished, have better rolls and wear longer than other kinds.
Thousands of women know it and go out of their way to get them. DON'T LET THEM GO TO YOUR COMPETITOR.

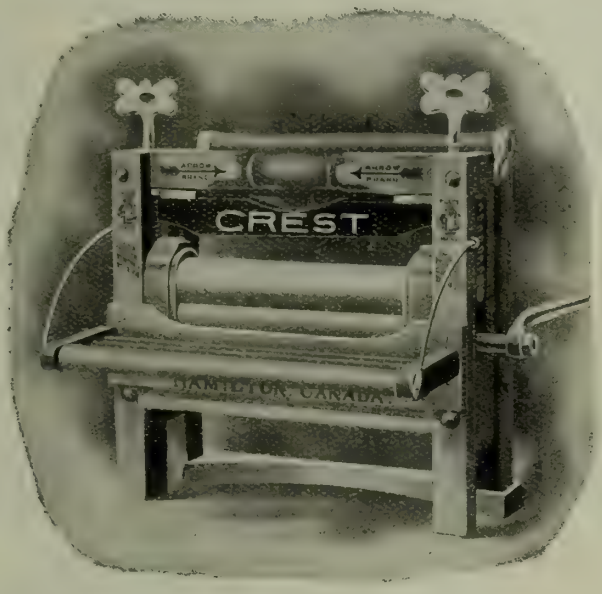
53 Styles - 4 Sizes

Bench

New Eureka



Eze



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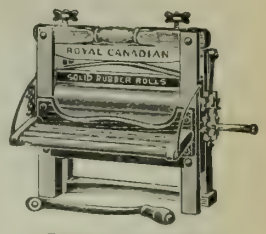
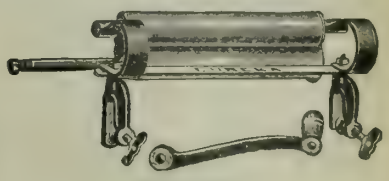
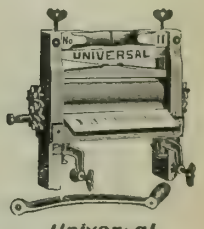
No other Wringers have a like Selling Record



Royal Canadian



Old Eureka



Universal

The DOWSWELL MFG. CO. Limited

Hamilton, Canada

SEASONABLE LINES

Fig. 395

WATER COOLERS

Nicely Japanned in Fancy Colors
and
Attractively Ornamented.

Nickel Plated Tap.

Made in Six Sizes.

2, 3, 4, 6, 10, 15 galls.

Can also be supplied with
Excellent Carbon Filters
in four sizes only
3, 4, 6, 10 galls.

WATERING POTS

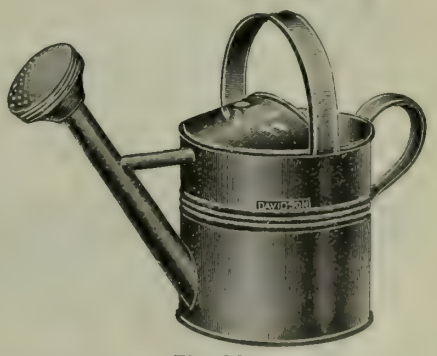


Fig. 397
Japanned in Bright Green and fitted with Patent Rose.
7 Sizes—Quarts: 1, 2, 3, 6, 10, 14, 16.

GALVANIZED
Strong and made to last.
3 Sizes—Quarts: 10, 16, 20.

WRITE FOR PRICES

THE THOS. DAVIDSON MANUFACTURING CO. LIMITED

MONTREAL and WINNIPEG

Handy around any House, Store or Farm. Capacity 500 lbs.

Buster Brown
Children's Express Wagons

Successfully handled by the hardware trade throughout the Dominion.

Sizes: No. 1 (solid), No. 1 (spoke), No. 2 (spoke), No. 3 (spoke), with runner attachments.

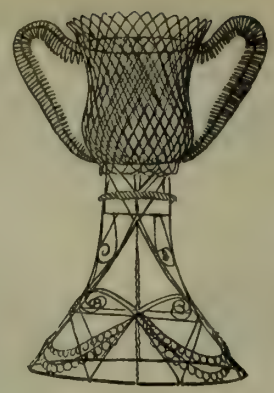
Made in Canada

The Woodstock Wagon Mfg. Co., Ltd.

WOODSTOCK, ONT. Makers of Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs

THE JAMES STEWART CO., Ltd., Winnipeg, Man.
Western Representatives

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.



Lawn Designs, Ornamental Fencing, Gates of all kinds, **Railings**, etc.

Manufactured at

Crescent Wire and Iron Works.

Partridge & Sons
KINGSTON, ONT.

Write for new Illustrated Catalogue.

Slow Collections Cured

Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

WE KNOW HOW!

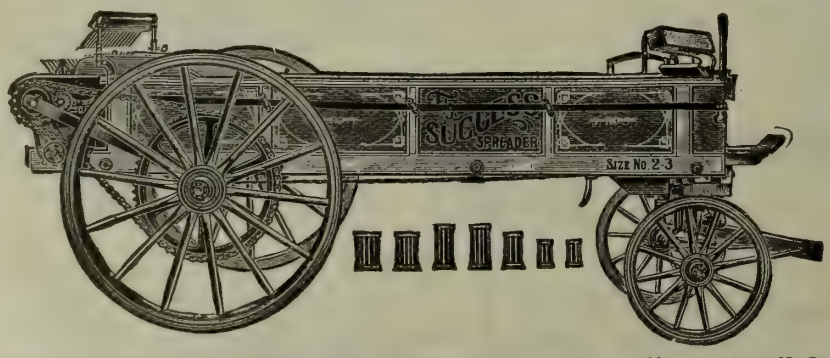
The Beardwood Agency

313 New York Life Building - MONTREAL

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



We supply the following goods

Success Manure Spreaders
Walking Plows of every description
Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. "Leader" Scufflers. Pulpers, Agricultural Wheelbarrows. Also the famous Thom's Blower, Ensilage Cutters.

These goods can be and are being profitably handled by many of the leading hardware men.

We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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Counter Check Books
"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

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ABBEY IMPROVED CHILLED SHOT COMPANY, LIMITED
Sole Manufacturers of Improved Chilled Shot and Makers of Hard and Patent Shot
Newcastle-on-Tyne — Samples sent on application
Before buying elsewhere send for our prices

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PRIEST'S CLIPPERS THAT'S SUFFICIENT.
BALL BEARINGS
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webster & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

ELECTRIC DRY BATTERIES.

TRADE MARK

X CELLS are the only Dry Cells which show NINE LIVES.
You'll make money in handling them. All standard sizes.
Electrical Specialties, Limited
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FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GALVANIZING

GALVANIZING
Write for Prices
THE CANADA METAL CO., LIMITED
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GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

HARDWARE SPECIALTIES

FOOD COOKED PROPERLY
with Hot Live Steam. All the goodness preserved. Cooking in sight all the time. Copper bottom and heavy tin. For use on Gas, Gasoline, Coal, Coal-oil, Charcoal or Wood Stoves.
Prices, etc. from the
COLLINS MFG. CO., TORONTO

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HARDWAREMEN
You should get after Fire Escape business in your town. The Government demands fire escapes on all hotels and public buildings. Send us particulars and get our prices.
JAMES & REID - PERTH, ONT.

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We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.
Our connection is with the Wholesale Hardware Trade

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Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

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Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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MONTREAL SMELTING AND REFINING WORKS
Geo. Langwell & Son, Montreal, Que., Can.
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Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.
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ST. JOHN, N.B.
Manufacturers of
Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp } Best in Canada
Horse Nails, Etc.

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BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
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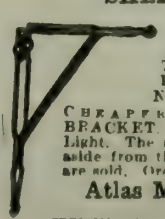
The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Fellioe Plates

SHELF BRACKETS.


Will Hold Up a Shelf
That's what a shelf bracket is for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

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Goods Well Displayed are Half Sold!

The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
85 Richmond St. W. Toronto.

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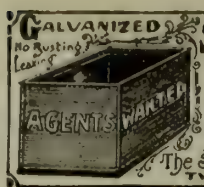

Steel Tanks

Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.

The Steel Trough & Machine Co.
TWEED, ONT. Limited

VENTILATORS.

Ventilators and Chimney Cowls

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed **free.**

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OUR OFF-SET
TOOL HOLDERS

Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand.
Write for Catalog.

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106 N. Francisco Ave.
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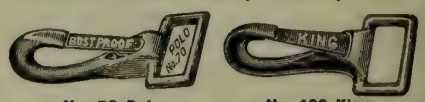
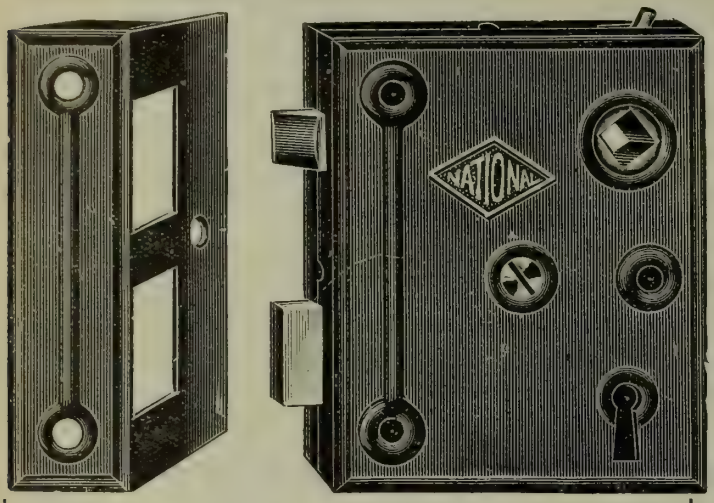
SNAPS.

COVERT MFG. CO., TROY, N.Y.



No. 70 Polo
The Steel Spring Snap that has a "snap."

No. 400 King
The Snap without a peer.



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Insist on having the

NATIONAL BRAND

They are best, strongest and most durable.

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

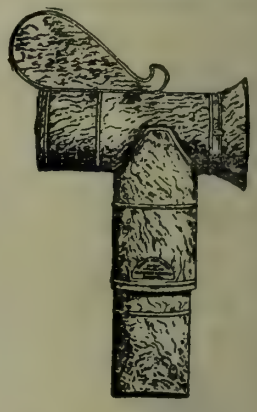
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



GORDON & EAGAN Plumbers
Montreal, Dec 8th, 1905
J. W. Harris Mfg Co. Ltd.,
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Gentlemen:
We have much pleasure in advising you that your "Zephyr" Ventilators installed by us have given every satisfaction.

Yours very truly,
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Made by

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(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

You Will Save Money
By Using

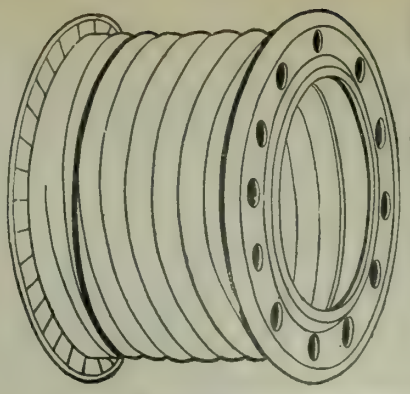
"Neptune Unrivalled"
Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Antien-Gesellschaft, Carlswerke, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal



O.K. Thimbles

Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both Floors and Partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers,

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

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of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

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To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

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THE "SPECIAL" SAW SET

FULLY WARRANTED.

This saw set is used to set hand saws of all kinds, and can be used by an inexperienced person with as good results as by the most experienced mechanic.

Buy through your jobber and if he hasn't got them write us.

CHAS. MORRILL, 271 Broadway, NEW YORK

FOR WOOD FURNITURE

THE
Sliding Furniture Shoe

SUCCESSOR TO THE OLD FASHIONED WHEEL CASTOR

Made in all sizes for all kinds of furniture, metal beds and pianos. Two kinds: Mott Metal and Glass Base. Ask your jobber. If he cannot supply you write us for free circular and discounts.

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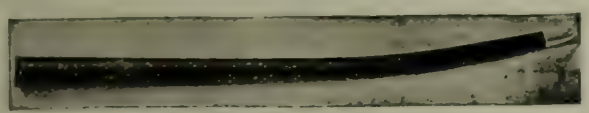

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IF SO, DON'T FAIL TO SEE THE

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"The World's Cheapest Artificial Illuminant," (Burns Coal Oil,)

in operation. Our representative will be glad to see you and demonstrate its merits.

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THE EMPIRE LIGHT CO., LIMITED
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"Always Reliable"

Gasoline Combination Blow Torches

(Patent Appl ed for.)

furnished with our adjustable soldering iron holder, which can easily be removed when not required, and has an advantage over old style stationary kind which are often in the way. Also has our "never leak" pump, plunger of which screws down. Made in two sizes, pints and quarts, with or without the soldering iron holder, either round or flat shaped tanks. Packed, one each in a wooden box, properly labeled. Write for our catalog No. 10, on Furnaces and Torches, also catalog No. 5 on full line Plumber's Tools, etc. Can be obtained from any jobbing house in Canada.

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enables us to place on the market a line of the products excelled by no one. Lists, etc. on application.

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ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

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Power Appliances of All Kinds

Complete Power Plants
Steam, Gas or Electric

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
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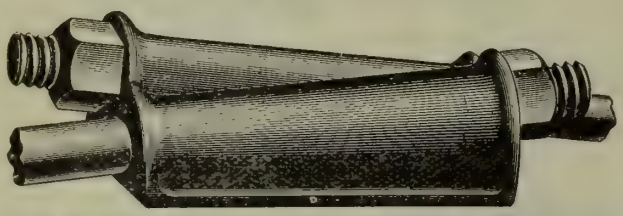
TANK LUGS



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MALLEABLE IRON All sizes—½ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

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OTTERVILLE, ONT. *Limited*

JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

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BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK
GRANTED 1682

Sole Agents for Canada

James Hutton & Company
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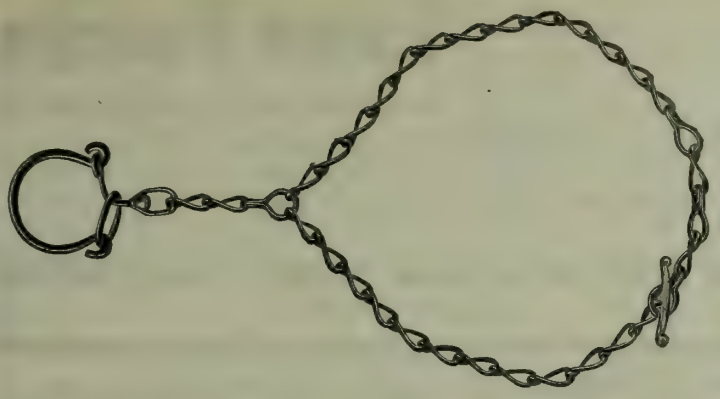
Diamond **Brand**

FITTINGS

are unrivalled in fit, threading and finish. Send your orders to the

Oshawa Steam & Gas Fittings Co., Ltd.
OSHAWA. - - CANADA



Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

H. BOKER & CO.

"TREE" BRAND

Ralph Waldo Emerson states, "If a man can write a better book, preach a better sermon, or make a better mousetrap than his neighbor, though he build his house in the woods, the world will make a beaten path to his door." We feel this particularly applicable to

H. BOKER & CO.'S "TREE" BRAND

"Radium," "King Cutter" and "Edelweiss" Razors, Shears, Knives, etc.

For Sale by Leading Wholesale Hardware Houses

Winning the Buyer's Favor

The best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale.

Winning the buyer's favor is the work of trade-paper advertising. Under ordinary conditions it should not be expected to do more.

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By Walter D. Moody.

This "Salesman's Blue Book" gives the up-to-date methods of solving the problems which confront the average seller of goods. These practical and stimulating suggestions, written in vigorous and entertaining style, are based on twenty years experience. It is specially written for Manufacturers, Merchants, Employers, Salesmen and all Sellers of Goods for it will show them HOW TO INCREASE BUSINESS. The three maxims of this book are—"How to Get Out of The Rut"; "How to Increase the Efficiency of Your Selling Service"; "How to Encourage a Higher Standard of Salesmanship on the part of Your Men or in Yourself." 250 pages. Net, $1.00. By Mail, $1.10.

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is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

Order from your jobber or from us.

WHITE MOP WRINGER CO.

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This Trade Mark Insures Genuineness Originality Perfection Satisfaction

Lawn Fences

ORNAMENTAL IRON AND WIRE

We have a new catalogue of new and handsome designs and a new departure in prices that secures orders. Now is the time for business. Write for particulars and erms to dealers.

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"OUR SEASONABLE LINES ARE PROFITABLE"

Get our Prices on

SAND SCREENING,
GRAVEL SCREENS,
CONCRETE REINFORCEMENT,
CELLAR WINDOW GUARDS,
lined with fly cloth,
HORSE and DOG MUZZLES.

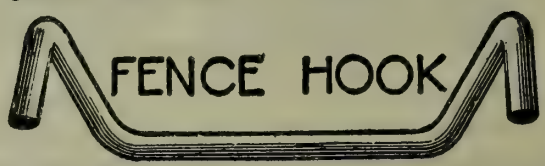
Trellises for Climbing Vines and Garden Bordering

CANADA WIRE GOODS MFG. CO.

HAMILTON, - ONTARIO

We make Jail Cells and Gratings of every description

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

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Try a Condensed Ad in Hardware and Metal, it will get you what you want. Two cents a word first insertion, one cent a word each subseq ent inser'ion.

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TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
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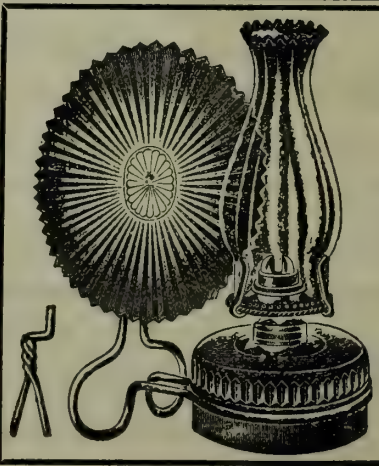

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Packed 1 dozen Lamps in a wooden box (Font, Reflector, Frame and B Burner)

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—*TOM MURRAY, Chicago.*

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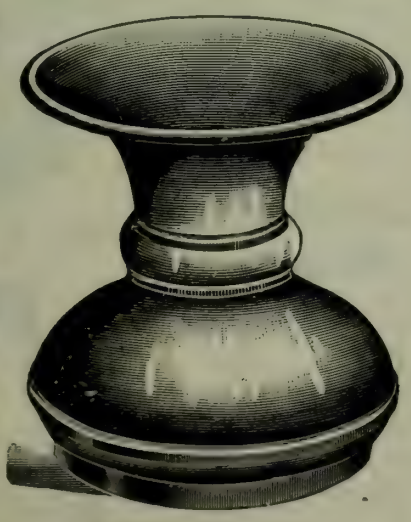

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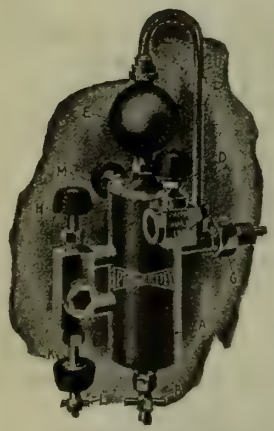

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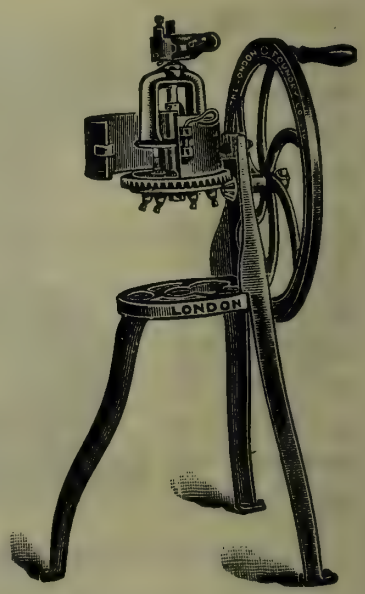

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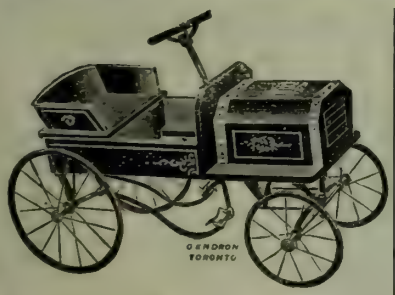

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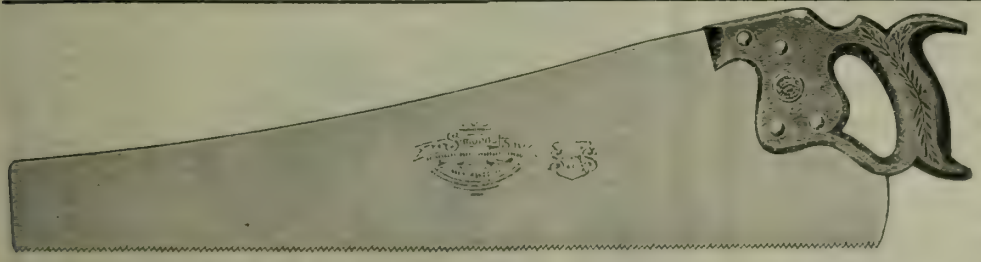

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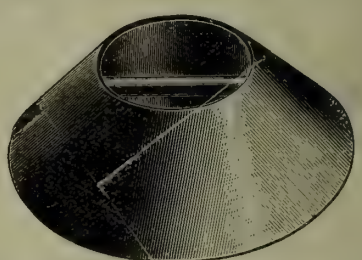

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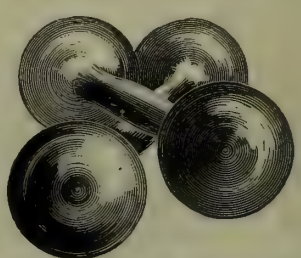

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Sizes, 4, 6, 8, 10, 12, 16, and 20 lbs. to the pair

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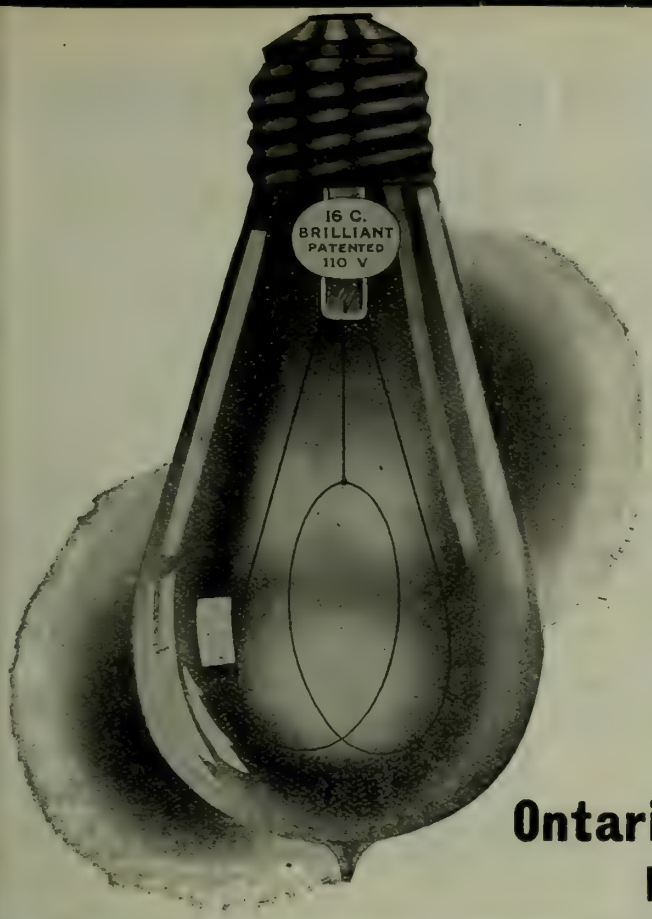

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Our Representatives will be pleased to see you

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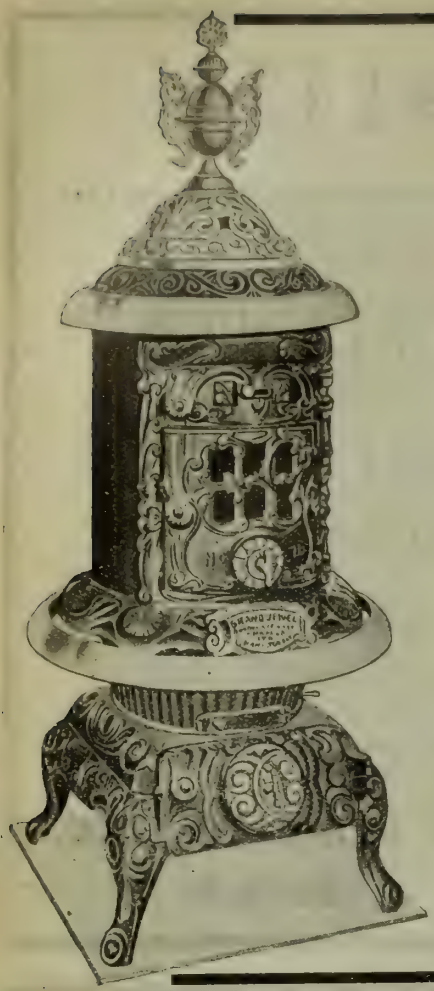
The Jas. Morrison Brass Mfg Co.
Toronto, Limited Ont.



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Grand Jewel Heater

The Grand Jewel Heater met with such a ready sale last year that we could not fill all our orders.

This year we have a very large stock of them in our warehouse and are prepared to ship promptly.

Dealers who handled this stove last year know what a quick seller it was and are doubling their orders for 1909. If you have not already ordered, better do so now and clinch your share of the Fall Heating Stove Trade.

Made in three sizes, Nos. 13, 15 and 17. No. 15 supplied with Oven. Feed Pots for all sizes.

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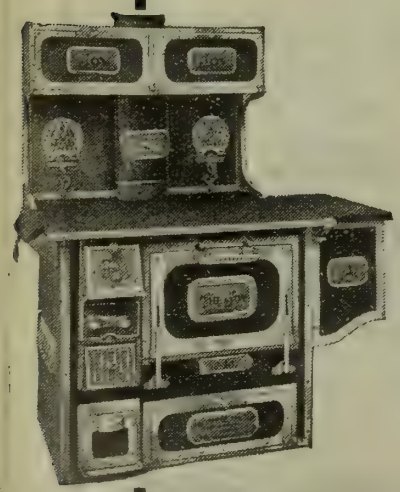
From Week to Week



Mr. Hardwareman, we have been hammering away, trying to let you know some of the many good points of the

Joy Malleable Range

Here are just a couple of special features to remember. The "JOY" is fitted with reversible duplex grate, with cogs on the outside of the range, and will burn any kind of fuel. It is lined with sectional iron linings. There are many other features. You should handle this stove if you are not already doing so. There is NOTHING ON THE MARKET QUITE SO GOOD.

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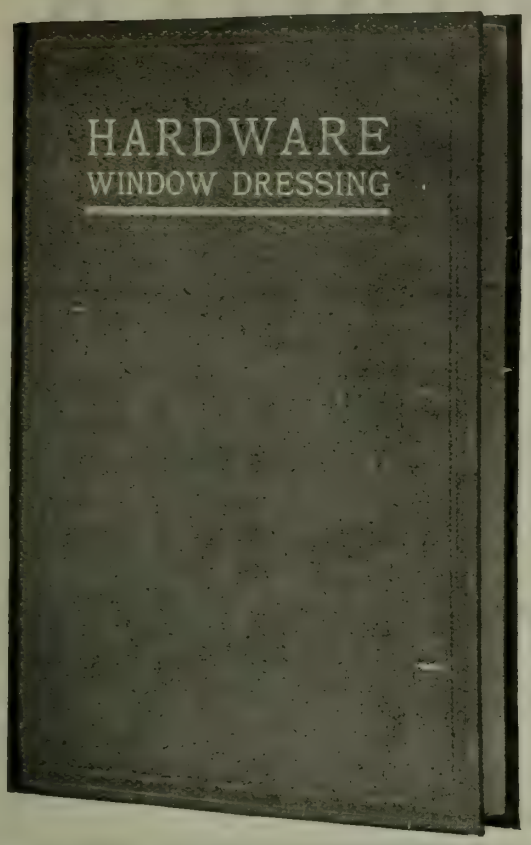

You May Become a Practical Window Dresser For $2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

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COW TIES

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Undoubtedly the best and strongest on the market.
It will pay to handle only the best.
A complete line of all sizes ready for shipment.

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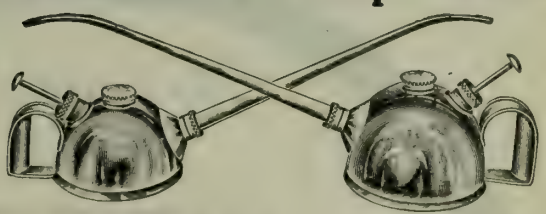

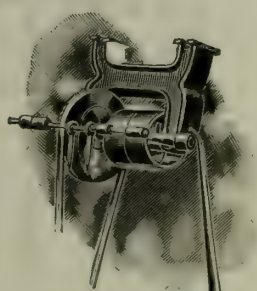

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A slight pressure of the plunger pumps the oil to the bearings.

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THE TRAP SHOOTER is the most exacting of all users of ammunition. His loads must be quick, sure fire, and the pattern perfect. Dominion Shot Gun Shells fill these requirements.

A new box free for every misfire of present product. Manufactured and guaranteed by Dominion Cartridge Company, Limited, Montreal.

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We manufacture over 1000 commodities of steel and wire, and if you use any we should be pleased to receive your enquiry.

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MONTREAL

Large Problems Under Eye of Maritime Board

Projects of Provinces Down by the Sea Foretell Trade Extensions and Aggressive Development of Natural Resources—Business Men of Eastern Canada Discuss Prominent Business Problems in a Business-like Manner—Prince Edward Island Tunnel and Maritime Union to the Fore—Railway and Steamship Matters Dealt With—To Convene Next Year at Chatham, N.B. — W. B. Snowball, the New President.

Staff Correspondence.

Charlottetown, Aug. 23.—The fifteenth annual meeting of the Maritime Board of Trade was held at Charlottetown, P. E.I., Aug. 18, 19 and 20. The local Board of Trade made elaborate arrangements and the handsome rooms of the Provincial Parliament were provided as the meeting place. There was a good attendance and many interesting questions were discussed.

At ten o'clock W. B. Snowball, vice-president, welcomed the delegates, and regretted the absence of Hon. G. E. Hughes, the president, who was unavoidably absent.

He read the following telegram from Mr. Hughes:—

San Francisco, Cal., Aug. 17, '09.

"Regret being absent. Send best wishes for pleasant and profitable meeting.".

Premier Hazard, of Prince Edward Island, was then called upon to address the Board. On behalf of the Government of the Island, he welcomed the delegates. He knew every one of them was interested in the Maritime Provinces and the deliberations would be interesting. The subject of transportation would greatly interest the Island. He hoped the Board would pass a resolution dealing with difficulties of transportation and the remedies as regards the Island.

The one other subject of general interest was that of maritime union. It was a large subject and the Island would no doubt oppose it on the grounds of loss of identity and the smallness of members in the Island Province. He declined to express an opinion on the subject.

He hoped the subject of butter inspection under the heading of Alberton, would receive due attention. Better inspection would help the butter industries.

Advocates Selling by Weight.

He thought of another subject which he had been asked to mention. He believed eggs and other products should be sold by weight, and he had been asked to bring it before the Board. All products should be included in this heading. He hoped a profitable meeting would be held.

His Worship, Mayor Prowse, of Charlottetown, followed in a short address of welcome. In the course of his speech he showed a leaning towards maritime union by mentioning that the three provinces would do more by concentrating on this subject and by combining for harmony of welfare.

James Paton, president of the Charlottetown Board of Trade, referred to the rainy weather; he jocularly mentioned that even though the whole Island was under prohibition law, the wet welcome was pronounced. He extended a special welcome on behalf of the Board of Trade, and hoped all the visitors and their lady friends would attend the Scottish gathering, to be held during the convention.

The roll was then called, showing that over a dozen different influential Boards were represented, and about fifty delegates. Others came the second day.

The minutes of the last meeting were read and accepted.

The Secretary's Report.

The secretary, Chas. M. Creed, looking younger and better than for years, was applauded warmly as he read his fifteenth annual report, as follows:—

To the president and members of the Maritime Board of Trade—

Gentlemen,—

Your secretary-treasurer begs herewith to hand you his report for the year.

All the recommendations and resolutions passed at the last annual meeting were forwarded to the Ministers of the various departments of the Federal Government, those concerning the Provincial Governments to the Premiers of same with copies of The Canadian Grocer containing report of proceedings of the annual meeting; all resolutions passed, with copies of The Canadian Grocer, were forwarded to all the Maritime Boards of Trade and copies of The Grocer were forwarded to all delegates to the annual meeting.

As customary, all resolutions with copies of The Grocer were forwarded to the following Maritime Province members in advance of the opening of the Federal Parliament. H. R. Emmerson and W. S. Loggie, New Brunswick; A. B. Warburton, P. E. Island and E. M. McDonald, A. K. McLean, Dr. J. B. Black, B. B. Law and A. B. Crosby, Nova Scotia, in order that they could become familar with them.

On January 23rd, shortly after the opening of the Federal Parliament copies of The Grocer, and all resolutions, were forwarded to all senators and members from the Maritime Provinces. After the opening of the Provincial Parliaments of Nova Scotia, New Brunswick and Prince Edward Island, copies of The Grocer and resolutions were forwarded to the members of same.

On April 16th, a copy of resolution on the Fisheries passed by the Prince Edward Island Legislature at the request of same was forwarded to the premiers of Nova Scotia and New Brunswick.

Pursuant to the following resolution from the Annapolis Royal Board of Trade, "That the Maritime Board of Trade send out annually a printed list of all the officers and council of the Maritime Board of Trade," on January 21st, notices were sent to all the Boards requesting them to furnish me with same. This took some time to accomplish, as the Boards hold their annual meetings at various dates.

On April 5, a large majority of the Board having replied, the list was printed, and on April 9, was mailed to all Boards.

Annual Meeting at Halifax.

The annual meeting at Halifax in August was the largest since the formation of the Board, 109 delegates being present. The subjects were ably discussed, and many of them have had the consideration of both the Federal and Provincial Governments.

A Board has been formed at Mahone Bay. It has not yet affiliated, but we hope during the coming year to have it on the list of affiliated Boards.

The Boards not yet affiliated have had as usual every attention, and have been invited to be represented at the annual meeting.

Correspondence With Boards.

This has had the best of attention during the year. Some of the secretaries have promptly responded to letters and notices. Many of them have been very slow, which has been the means of delaying the work and makes quite a rush as the annual meeting approaches. It is to be hoped, however, the secretaries will take notice and be more prompt the coming year.

On August 5th, railway arrangements for delegates, place and date of meeting, were mailed to all Boards. On August 11th, the subjects for discussion were also mailed.

Obituary.

It is with feelings of deep sorrow I refer to the death of M. G. DeWolfe, Esq., our late esteemed auditor, whose absence we are called upon to mourn. From the inception of this Board, he took a deep interest in its advancement, attended every annual meeting and was once one of its presidents. He was an indefatigable worker, thorough in every particular, well informed in business subjects and an agreeable companion.

In conclusion, during the past year everything requisite for the improvement and enlargement of this Board has been done by me, at the same time doing all possible to assist your worthy president, in which I have had the valuable assistance of L. B. Miller, Esq., corresponding-secretary, of Charlottetown, P. E. I.

Accounts for the Year.

The accounts for the year are all prepared, and as several Boards will pay their per capita tax before the close of this day's meeting, they will be presented to-morrow for your approval and audit.

All of which is respectfully submitted.

CHARLES M. CREED.
Secretary-Treasurer.

Charlottetown, P.E.I. August 18th, 1909.

Regrets of Absent Ones.

Letters of regret at inattendance were read by the secretary from many prominent politicians and others all over the Dominion, including Boards of Trade, Montreal, Toronto, Winnipeg, Portland, Me., Quebec City, Hamilton, and others, also from the Hon. Sir Wilfrid Laurier, Premiers Hazen of New Brunswick, Murray of Nova Scotia, F. P. Brady of the I.C.R. Board; D. Pottinger, Robert Reford; Editor of Toronto Globe, and John Bayne MacLean, President of MacLean Pub. Co., Ltd.

The question of an auditor being appointed pro. tem. was then suggested and Mr. Saunders, secretary of Halifax City Board of Trade was chosen unanimously.

While waiting for the committee on procedure, Vice-President Snowball read some interesting letters from absent members.

Georgian Bay Canal.

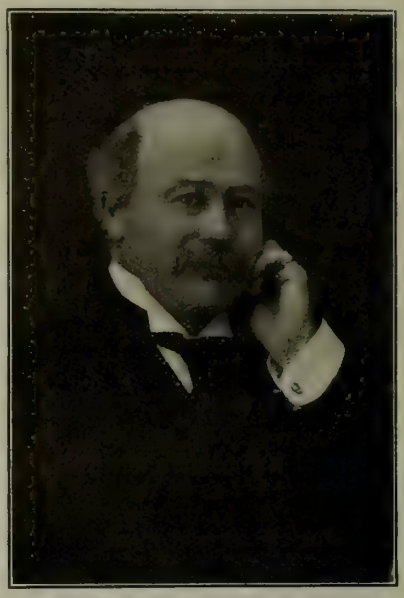
The following letter of A. J. Forward, secretary Canadian Federation of Boards of Trade and Municipalities, Ottawa, explains itself:

President, Board of Trade,
Chatham, N.B.;

Dear Sir,—Recently, under instruction of the council of this Federation, I had the honor of transmitting letters asking the co-operation of your Board in securing the early commencement of the Georgian Bay canal. Since then a very important and exhaustive report of the surveys lately made by the Dominion Government has been issued, and entirely confirms the claims that have been put forward by the advocates of this great national work. Seeing that the deep waterway of the Great Lakes is of such vital importance to the Maritime Provinces, as well as to Ontario and Quebec, we trust that the matter will have your prompt consideration. and that your Board, if they have not already done so, will adopt a resolution affirming at least the general principle of the desirability of early commencement of the work.

Would you greatly oblige the officers and members of this federation by letting us know at an early date the nature of the action taken by your Board?

NEW PRESIDENT OF THE MARITIME BOARD OF TRADE



W. B. Snowball, president elect of the Maritime Board of Trade, is a man of considerable prominence in his own town. He was born January 12th, 1866; he was educated at Chatham, N.B., Grammar School, from which he graduated. Afterwards he attended in the years 1880, 1881, 1882, Upper Canada College, Toronto. He went into the lumber business with his father, on leaving college, and has been in the business ever since. In 1899 the company was incorporated as a joint stock company, as J. B. Snowball Co., Ltd., at which time he became the secretary-treasurer. On the death of his father in 1906, he became president of the company.

Mr. Snowball was an alderman for Chatham during the years 1898 and 1899, mayor for the two terms of 1901 and 1902, and again went back into the council as an alderman for the years 1903, 1904. 1905 and 1907, and did not after that offer for re-election.

He has been president for three terms of the Chatham Board of Trade and a Director of the Miramichi Steam Navigation Company, of the South West Boom Company, The North West Boom Company, and chairman of the School Board of Chatham. During the year 1908 he was president of the Canadian Forestry Association.

We would earnestly bespeak also your advocacy and support of the canal at the meeting of the Maritime Board of Trade next month.

Yours sincerely,
ARTHUR J. FORWARD,
Secretary.

Ottawa, July 20, '09.

Prof. Andrews, of Mount Allison College, Sackville, N. B., wrote:

Mr. W. Snowball,
Vice-President of Maritime Board of Trade.
Charlottetown, P. E. I.

My Dear Sir:—Your committee on the study of the effect of the traffic in intoxicating liquor on the commercial interests of the Maritime Provinces, beg leave to state that from some Boards very carefully prepared reports have been sent in. We have had no reports from Halifax and St. John, and as these are centres of the brewing business. we cannot make a fair report till these are received.

In Prince Edward Island, a very notable set of facts are coming to light, but as the farmers of the island have been favored with several very abundant harvests and there was more or less of Scott Act legislation before the Prohibition Act was passed, we shall have to wait longer before it can be shown what economic effect may fairly be credited to the prohibition legislation. All we can say at present is—no serious harm has resulted.

Your committee therefore ask to be reappointed and that this important matter be commended to the interest and cooperation of the various Boards.

Yours very truly,
W. W. ANDREWS,
Chairman.

This report was adopted on motion of A. M. Bell, seconded by Mr. Johnson, further adding that the committee be continued.

Plea For United Effort.

Mr Snowball then read the address of Hon. Mr. Hughes, the president.

Gentlemen of the Maritime Board of Trade:

It gives me great pleasure in extending to you a hearty welcome to our City and Province, to thank you sincerely for the honor conferred upon me and upon our Province in electing me to be president of the Maritime Board of Trade.

If we have a magnificent Western Canada, richly endowed by nature and destined to be in the front rank of the world's great producers, we also have a beautiful and fertile Eastern Canada, full of great possibilities, and in every way a worthy part of our vast Dominion, of which we are so proud.

This "Garden of the Gulf" of ours is agricultural in the truest sense of the word, and although we have no extensive timber limits or forest areas, still we fully appreciate the necessity of care-

fully and intelligently looking after our trees and of joining with the neighboring Provinces in devising ways and means for their preservation and the destruction of the country's great enemy—forest fires.

The fisheries of the Maritime Provinces have always been, and always will be, one of our greatest sources of profit, and we must put forth every effort to see that they are properly protected, and our interests and rights carefully guarded. The matter of the appointment of a Canadian Atlantic Fishery Board, which came before us two years ago and again last year at our meeting in Halifax, was brought before the members of our Local Parliament during its recent session and culminated in a resolution that the House suggests the appointment of a non-partisan Fisheries Board, composed of a fair representation from this Province, for the regulation and control of the Canadian Atlantic fisheries, and that steps be taken to have this important matter acted upon at the present session of the Dominion Parliament.

The latest agricultural reports tell us that Prince Edward Island produces more to the acre than any other Province of Canada, and our "million acre farm" is now being worked intelligently, so as to produce the best results. The Dominion Government is establishing an Experimental Farm in our midst, and the farmer is being educated and brought to the front to-day as never before. But we want help—men and women, to help us turn our fertility into cash. Immigrants with small capital will find cultivated lands with comfortable homes here, ready waiting for them. The Dominion Government is helping us along this line through their agents in the Old Country, but we need more assistance. Then, too, we in these Atlantic Provinces must do everything in our power to encourage the visit of the tourist. Our summer season is short, but unsurpassed while it lasts, and if the advantages of the Maritime Provinces as a summer resort were properly understood and fully illustrated in the larger cities, our tourist traffic would grow to be one of our greatest assets, and our natural beauty and ideal climate afford recreation and enjoyment to many.

But if we are to increase our productiveness, if we are to encourage immigration and tourist travel, we must look carefully to our transportation facilities, our freight and passenger accommodation and assure to our producers and business men freedom of access to the great markets of the world. How can we expect the farmer, the merchant, or the man of business, in any and all of its branches, to push forward, keeping abreast of the times, only to find his profits eaten up by excessive freight rates and inadequate transportation facilities. We must insist upon this handicap being removed and upon being placed upon an equal footing with the larger Provinces of Canada, and also upon just compensation for our share of the great public works now being constructed throughout Western Canada.

Wants Maritime Union.

We in the Maritime Provinces have united to guard our business interests and the Maritime Board of Trade has an ever-growing influence that no individual Board can ever attain. Let us have Maritime Union in pressing our claims against the Dominion Government, and work together for our mutual betterment. Our voice in the Dominion Parliament has been weakened, but that is no reason why it should remain weak. Let us stand as a man for our just rights. The advancement of New Brunswick and Nova Scotia means the advancement of Prince Edward Island, and the prosperity and progress of Prince Edward Island, small as she is, cannot help but have its effect upon her sister Provinces by the sea. "United, we stand; divided, we fall," Therefore, we must have the tunnel as a link in the chain to bind us together.

We have with us, I have no doubt, representatives of almost every branch of business and professional life, coming from different parts of the Provinces who are well able from personal experience to comprehensively discuss and deal with the different questions which will be brought before us.

GEORGE E. HUGHES,
President.

D. A. Morrison, of Amherst, moved the adoption of the address of the president and expressed regret at his absence.

Senator Ross seconded it and expressed regret that the value of our fisheries had not a place on the list of subjects. He felt that a Fishery Board, such as existed in Scotland, would be a blessing to the Provinces. This should be on the list of subjects.

D. F. McLean, Port Hood, explained that the reason of the fisheries not being on the list was because the Government had made enquiries and the report had not been brought in.

Mr. Snowball took advantage of the time to express on behalf of the Board regret at the coal strike of Glace Bay and Springhill. He thought that the Board should go on record in this question of the strikes. Mr. Bentley, of Truro, made a motion to that effect.

W. H. Edgett approved of Mr. Snowball's suggestion and seconded Mr. Bentley's resolution.

The subject was added by the Agenda Committee.

Mr. Bell, as chairman of the Agenda Committee, reported on a revised list of subjects. The committee included A. M. Bell, James Paton, W. F. Tidmarsh and R. Oak.

Coal Strike Alarming.

A. M. Bell then took up the question of strikes and how they are affecting industrial conditions in the Provinces. He submitted a resolution as follows:—

"That this gathering views with much concern and alarm the difficulties facing industrial enterprise in Canada as illustrated in the present condition of affairs in connection with the coal mining industry in these Maritime Provinces.

"They regret that in cases of disputes between labor and capital it is possible for either party to ignore the finding of a Board of Conciliation, and by strike or lockout to injure the business interests of a much larger constituency than is represented by the parties engaged in the dispute.

"In view of the present deplorable state of affairs in Cape Breton, at Springhill and in other parts of the Dominion, they call upon the Government to so amend the present law that all parties to an industrial dispute shall be bound by the decision of a regularly appointed Board of Arbitration and to provide adequate penalties for any violation of such verdict. They would further urge that the Government take such steps as may be necessary to protect Canada from the domination of alien organizations of either capital or labor."

Senator Ross spoke on this subject. He believed the Glace Bay strike would soon be over. He deplored especially the Springhill strike. He spoke of an interview he had with Premier Murray, of Nova Scotia, in connection with getting some legislation so that agitators of labor strikes should be punished. He hoped legislation would come up at the next session of the House.

Mr. Snowball read the resolution as presented by Mr. Bell.

Mr. McLean concurred in the resolution. Canada should either protect her own industries and labor unions, which had their uses, or hand everything over to the United States.

Mr. Oak, of Chatham, spoke on the subject of alien organization,—especially he said, as he had been reared in the United States. A large percentage of the members of United Mine Workers were Hungarians and Poles, and the United States would welcome a cure for these agitations as well as the Provinces. This U.M.W. organization has no treasury under the control of the law of any country, and it is well to get at the exact basis of the wrong and a substantial remedy established.

Mr. Williams, of Moncton, said that Mr. Oak touched a vital point. Strike organizations should be compelled to have a treasury attachable by law, for wrongs done or caused by them. In Moncton, a railway centre, the alien idea would be a delicate matter. A law compelling incorporation would be the desired cure.

Mr. Hawke, Moncton, opposed the last clause referring to alien labor. Labor knew no bounds, and it would be unfair to ask the Government to include that clause in a resolution which would place thousands of citizens in a delicate position. The foreign instigators would be powerless unless all the Canadian mine workers were members of the union. He praised many of the labor organizers who deprecated the strikes. He urged that the final clause referring to alienists should be erased.

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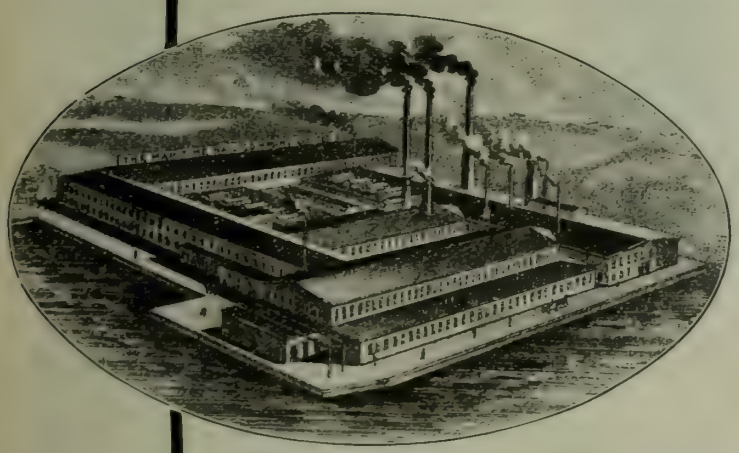

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The clause was read and Mr. Snowball explained that the clause referred to the domination of labor organization here by aliens.

Mr. Johnson, of Halifax, thought the clause should stay right there. To cripple a nation's industries was to cripple the country. No one could tell what might underlie this effort in the strikes which he thought was to cripple Canada. Foreign agitators should be treated with stringent measures. He thought it was a sad thing that the coal workers of Nova Scotia were so disloyal that they would not suffer a little before striking.

Mr. Snowball then vacated the chair, calling upon Mr. Paton to preside, and took a hand in the debate, as a delegate from Chatham, N.B. He could see danger in an organization waged by a larger and stronger body located in the United States. Canadian employers should insist on it, that their employes should be purely Canadian and should be so controlled by the Government that they would be under the direction of a Conciliatory Board. In Chatham they had no labor organizations. He agreed with Mr. Oak that the incorporation was the vital point. Mr. Snowball was heartily applauded.

He put the resolution, which was carried, with Mr. Hawke, of Moncton, the only "Nay."

Different Names Wanted.

Mr. McKinley, Bridgewater, moved and Mr. Anderson seconded the following resolution, which was carried:

Whereas, the practice of duplicating names of towns throughout the Dominion is very great, for example, in Nova Scotia there are three Brookfields, three Caledonias, two Miltons and numerous other duplications, and

Whereas, this state of affairs is of no end of trouble and inconveniences to merchants, post office officials and others, causing delay in the delivery of letters, billing of goods, etc., be it therefore

Resolved, that the Dominion Government be memorialized by the Maritime Board of Trade to exact such legislation as to reform the present situation by allowing only one name to appear in any one Province and to also prevent further duplicating in any one Province.

W. F. Tidmarsh, of Charlottetown, also spoke on the question and D. A. Morrison, of Amherst, said it was a subject of great interest to every Province.

A. M. Bell referred to the matter, explaining some of the difficulties in town-naming which he had experienced. He thought the resolution would lead to conflict between local government and the post office department at Ottawa.

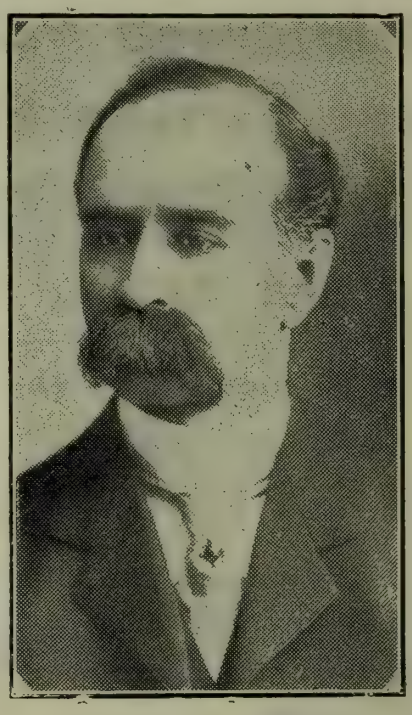
Mr. Tidmarsh said he believed that no government would change a name of a place unless the local people wished the change.

Senator Ross agreed, pointing out how last session it was proven by an attempt being made to change the name of Sydney Mines. The municipal government opposed it and so no change was effected.

Not Enough Railway Lines.

Mr. Johnson, of Halifax, spoke to the resolution re the acquiring of branch lines by the I. C. R. He took up the question of Halifax and Nova Scotia being connected with the outside world by only one railway, the I. C. R. He considered that road a millstone around the commercial neck of Nova Scotia. New Brunswick was blessed with other railways. They seemed to want to keep the millstone around Nova Scotia. He thought this was based on political reasons. The I.C.R. should own all the branch lines and make one grand system. At present the system of running the branch lines was very poor. He made the following resolution:—

"Whereas, there are a number of railroads connecting with the Intercolonial, giving as a rule an inferior service, on which a large amount of traffic originates, but in many instances not through routes over the Intercolonial and



Hon. GEO. E. HUGHES,

Of Charlottetown, P.E.I. the Retiring President of the Maritime Board.

"Whereas, the management of the said roads may be so influenced as to sell tickets via other lines, and

"Whereas, the business originating on branch lines of the country through which the Intercolonial passes is handicapped not only by having to pay two freights but from the fact that the Intercolonial being owned by the Government prevents other companies building roads to compete with it, and

"Whereas, the prosperity of any country depends in a large measure on its facilities for transportation;

"Therefore resolved, that this Maritime Board of Trade memorialize the Dominion Government to acquire such roads as may be feeders to the Intercolonial and that they use every endeavor not only to encourage existing industries but to promote new ones in a country which, from a railroad standpoint, they control.

The motion was seconded by D. F. McLean, of Port Hood, N.S.

Senator Ross did not believe that the Government would care to buy other railways. The present idea was to try to straighten the I.C.R. lines and to reduce the high grades, etc. The G.T.P. would come to Moncton and the railway facilities would be quite adequate.

A. Jno. McFadyen, of Alberton, P.E.I., said that the rates in P. E. I. were the highest known. A barrel of apples, for instance, from Annapolis, cost them ninety-five cents to get it. He believed the ownership of all the branches would benefit the Island

Mr. Hawke, of Moncton, thought Mr. Johnson's views were narrow. New Brunswick was quite as much interested in the resolution as Nova Scotia. He believed that Mr. Johnson was wrong in expressing such views as he had done. All the Provinces were interested in the I. C. R. absorbing all the branch lines. He named all the branches in New Brunswick which he believed had much more mileage than those in Nova Scotia. He believed through the efforts of Hon. H. R. Emmerson, the assent of the Government had been given to this purchasing of these branch lines. This resolution was on the right lines and would knock again at the doors of Parliament

The resolution was carried unanimously.

Want Ferry The Year Round.

After luncheon, promptly at 2 o'clock the Board sat again, passing the following resolution in connection with the subject of purchasing branch lines by the I.C.R.:

Moved by J. A. Johnson and seconded by Senator Ross and carried, that:

The Intercolonial for many years has had a deficit. The Government has appointed a Board of Managers to remedy this condition, and they are now endeavoring to cut down the usual deficit.

The Board of Managers should be reminded of the following, viz.:

The Intercolonial consists of two parts, the main line and the Prince Edward Island railroad.

The Government has erected expensive piers and warehouses at Point du Chene, Pictou, and other necessary points. They carry large numbers of passengers and assemble large quantities of freight at these terminal points, and hand them over to a private company to transfer over a few miles of water and then take charge of said traffic again much of which is shipped over their Prince Edward Island line. The Government also gives a subsidy to this line of $12,500 for carrying the mails.

As soon as the frosts of winter inconvenience this private line the government

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put on their expensive ice breakers, to carry on the business of their road.

The Government run their own ferry across the Strait of Canso the year round.

If the Government ran their own ferry across the Northumberland strait the year round it would help the farmers of Prince Edward Island and business generally, and a large amount of money would thus be saved.

Therefore on account of the above facts and many others which could be mentioned, the Maritime Board of Trade, memorialize the Dominion Government to run their own ferry across the Northumberland Straits the whole year instead of the winter months as at present.

To Encourage Exhibits.

A. M. Bell then dealt with the matter of exhibits of agricultural implements at Provincial exhibitions by the manufacturers or agents. He dwelt upon the importance of exhibiting agricultural implements, especially complimenting such large manufacturers of implements as Massey-Harris and others. Just how the Government could help in the matter would be worth considering. He found that some agricultural manufacturers had combined to stop exhibiting their products at exhibitions. Exhibitions he thought would cease to be if this sort of thing were allowed to continue.

Mr. Anderson seconded the following resolution, which carried:

"Whereas, the Federal Government and the Governments of the various Provinces have established a system of annual exhibitions to which they contribute liberally because of the educational value to the country;

"Whereas, the agricultural interests of the country are of the highest importance and it is desirable that the farmers of the Maritime Provinces should be able to benefit to the greatest possible extent by this system of education;

"Whereas, this annual meeting of the Maritime Board of Trade learns with much regret that some of the manufacturers in Canada have entered into an agreement not to exhibit their products at these exhibitions, thus depriving purchasers of the opportunity of learning of the latest improvements and setting themselves in opposition to the policy of the country;

"Therefore, be it resolved that this Board bring this matter to the attention of the Dominion Government and of the three Maritime Provinces, and ask that they take such steps as may be necessary to ensure to agriculturists and all others interested the benefit of the object lesson intended by such exhibitions and that a copy of this be sent to all manufacturers of implements."

Mr. Johnson suggested that a copy of the resolution should be sent to all the manufacturers of agricultural implements.

Senator Ross referred to the apathy of many people regarding these exhibitions.

D. A. Morrison felt that the resolution might have its merit, yet where were they going to end in making request to the Government? It seemed unfair to force manufacturers to do anything. He could not vote for the resolution.

J. A. Johnson spoke re the horse-racing side of exhibitions. The big pumpkins, the minerals and art gallery, had their devotees, but it was the mission of exhibitions to please as many people as possible. He believed manufacturers who were supported by tariff as the agricultural implements were, they should be brought to task when they "bucked up" against public opinion.

The resolution was adopted with a few dissenting voices.

Continuous Communication.

Fred. W. Hynman, a Charlottetown engineer, introduced a resolution as follows:

"Whereas, the terms of union made and entered into between Canada and the Province of Prince Edward Island in the year 1873, provided for continuous steam communication winter and summer, between the said Province and the mainland, and whereas the routes hitherto in use by the winter steamers have failed to fulfil that condition—resulting in serious loss and inconvenience to the people of the Province, and considerable loss to the Dominion by way of compensation for said non-fulfilment of the Terms of Union.

"This Board of Trade of the Maritime Provinces desires to express its opinion that in justice to the Province, as well as to the whole Dominion, an attempt should now be made by the new winter steamer "Earl Grey" to solve the question of continuous winter steam communication, and recommend to that end that a complete survey of the approaches and possible pier sites in the Bay of Tatamagouche be made by the Dominion Government without delay; and that if found feasible and practicable that route should be adopted hereafter, being considerably shorter in distance, and very much less liable to be packed with Gulf ice than in Pictou Harbor, as found by actual and long experience of over thirty-six years.

Mr. Hynman had some maps of the Island and surrounding points and pointed out how the Tatamagouche route could be made practicable and with some effort the new ice-breaker, "Earl Grey" could keep the communication open easily at all times during the winter. There was a direct line at Tatamagouche and only a half knot current, while at Cape Tormentine and Traverse there was a three knot current. The line from Charlottetown to Tatamagouche would be available in an hour and a half and mostly harbor ice which could be broken.

Mr. Tidmarsh seconded the motion. He said he put a great deal of faith in Mr. Hynman's judgment. Natural conditions all pointed out that Pictou pocketed all the ice from the gulf. The prevailing winds drove the ice on from the gulf. He favored the Tatamagouche route, and thought it was feasible in every way. He asked Mr. Warburton, member for Charlottetown in the Federal House, to speak. He said he brought up this matter in the House, last session. He dealt with all that Mr. Hynman had said, and supplemented what he had observed by dwelling on the various perils of ice during the winter, and the advantages as to suitability of the Tatamagouche route. He praised Georgetown as a harbor. There was, however, no corresponding harbor on the other shore. He had been on steamers caught in the ice so often that he was able to talk. He mentioned the experience of ice-breakers in different places in the world. He quoted Hansard on this subject and read various reports of engineers made to the Government. The ice at Pictou was just like the Baltic sea, running in places from land to land. Powerful vessels had broken ice fourteen feet thick when there was open water, in which to dispose of broken pieces. At Pictou the ice was a solid wall. He believed inside Cape John would be an ideal place for a pier. He had visited the Bay recently and believed Cape John would be the best place.

The steamer itself would cost six hundred thousand dollars and a good terminal accommodation would be necessary. He believed they were entitled to this expenditure provided it gave the much coveted continuous communication. Ice never rested on the harbor of Charlottetown. This was because of the swift currents in and out twice a day. St. Peter's Island was on one side, and Governor's Island on the other of the harbor. What would be needed would be a new lighthouse on one of these points with a steam whistle; also the pier and railway on the other side at Cape John. The pier should be six hundred yards in length.

There was a triple advantage in having complete Government control of this route, and the best possible advantages would be available.

He referred to the supervision of the Department of Marine and Fisheries and the control of the post office department. He had nothing against the tunnel but he had reasons for not dropping it as well as for not bringing it forward. The survey alone would cost $150,000 and he thought it best not to have harped too much on the tunnel last session. (Applause.)

Strong Advocate For a Tunnel.

Mr. Macdonald, of Georgetown, expressed surprise at some of the remarks regarding the winter navigation. It would be a hundred years before they would get a tunnel if they went on trying to solve the problem by ice-breakers. This agitation would never help the tunnel. Extraordinary storms arose that would hinder all steamship operation. A succession of mild winters had led to

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most of the talk. He was inclined to be sectional, but he would favor the Pictou and Georgetown as against Charlottetown men, who too, wanted everything at their very doors. He referred to the statement that ice pocketed in Pictou. In winter the wind was westerly and it made Pictou and Georgetown open harbors. He was strongly in favor of the tunnel and the people of the Island should set aside everything else and stick out for the tunnel as it was the only thing that would ever fill the bill. (Applause.)

Senator Ross said the tunnel was out of the question, and the generation would never see it. An expenditure of twenty millions would not be made while any of this generation lived. He believed in something praticable and the ice-breaking idea seemed to him sensible. Better to deal with something they could get, as the tunnel was only foolish nonsense.

James Paton told of his experiences by being stuck in ice. He said it was not a question of cost. In the western points millions were being spent. The eastern people should stand on their dignity and demand what had been solemnly promised.

John B. Macdonald, of Pictou, characterized many of the remarks regarding Pictou, as merely hearsay. Seamen who were on these winter boats had told him these much vaunted routes were impossible. He was broad enough to say nothing against the trying out of a possible route to Charlottetown.

The resolution was adopted.

Telephone Rates Excessive

A resolution regarding excessive telephone rates was brought in by J. B. Macdonald, on behalf of the Pictou Board.

"Resolved, that in the opinion of this Maritime Board of Trade the telephone rates in the Provinces of Nova Scotia and New Brunswick and Prince Edward Island are unreasonably high, and that in some sections it is believed that discrimination in rates exists; and that the secretary or executive of this Board be requested to ask that the Public Utilities Commission give early and exhaustive enquiry into the whole matter of telephone extensions and tolls in so far as the Maritime Provinces are concerned."

Mr. Johnson told of his experience in Halifax where similar difficulties in telephone charges had been encountered. He pointed out that the Government was now considering some redress with the companies. He believed passing the resolution would strengthen the hands of the Government.

Mr. Edgett, of Moncton, in seconding the resolution, mentioned similar troubles all over the Provinces.

Mr. Macdonald agreed to make it general. It was adopted.

Ice-Breakers for Winter.

A. Jno. McFayden, of Alberton, P.E.I. dealt with the question of ice-breakers for winter service and brought in a resolution.

Two boats were necessary for ice-breaking. Now a new route was suggested, while on the other hand there were reports that one of the ice-breaking steamers was to be withdrawn. He praised the local steamship service, but it was inadequate to carry produce quickly enough in the fall. There was great loss in the products which it was impossible to ship early.

He believed the Summerside winter service had been fairly successful and he did not see why more ice-breakers were not provided. He made a strong plea for at least two or three ice-breakers.

The tunnel was the only question upon which all could agree and he favored it above all others.

He believed they would get the tunnel and it would be found that the Government would find it to their profit to

CHAS. M. CREED,

Of Halifax, The Wide-Awake Permanent Secretary of The Board.

build this tunnel. Senator Ross had said that the Fathers of Confederation did not know what they were talking about.

These men were all clever and he believed that when at a time when airships were a poet's dream, and ice-breakers were not heard of, the men who promised communication continuously did so because they believed a tunnel would be the only solution.

J. A. Johnson, of Halifax, seconded the resolution and spoke in favor of a tunnel. He said if he were a native of the Island, he would never let up until it were accomplished. Just think of the fine tunnels that were built in all parts of the world. Those who claimed the tunnel would never be built were living in the past. It was only nine miles to New Brunswick and a tunnel was quite a probability. A resolution was passed as follows:

"Whereas, the construction of a third steamer for the winter service in the straits of Northumberland was the result of long and energetic agitation for improvement in that service, wherein it was shown that two boats were absolutely necessary on the eastern route, and one on the western to do experimental and testing of new routes.

"Resolved, that the Dominion Government be requested to leave the three ice-breakers in comission in the above service until the several routes are thoroughly tested."

A Resolution Lost.

Mr. McFayden also brought on a resolution as follows, which was lost by a small vote:

"Whereas, the passing of vessels through the Intercolonial Railway bridge at Grand Narrows, Cape Breton, entails great risk, a number of disasters having already resulted;

"Resolved, that the Dominion Government be requested to provide such aid as will enable vessels to pass in safety."

Steamship Subsidies.

Mr. Tidmarsh brought up a resolution regarding new steamship subsidies as follows:

"Resolved, that the subsidy now granted to the Black Diamond Line be withdrawn therefrom and that the same be applied, together with such additional sum as may be necessary, to subsidize a steamer to ply between Chatham, New Brunswick; Summerside and Charlottetown, P.E.I.; Sydney, C. B. and Port au Basque, Newfoundland, and to increase the subsidy paid to the S.S. "Lady Sybil" for the service between Pictou, Souris and Magdalen Islands, so as to enable Charlottetown to be included as a port of call."

He made an able speech in defence of the motion. It was seconded by Donald Nicholson and carried.

For Harbor Improvement.

The Port Hood Board voiced by D. F. McLean brought up the question of harbor improvement. He moved the following resolution, seconded by Senator Ross:

"Resolution of the Maritime Board of Trade re closing of Northern entrance of Port Hood Harbor:

"Whereas, the Maritime Board of Trade now in annual session at Charlottetown, Prince Edward Island, have had under consideration a resolution of the Port Hood Board of Trade respecting the closing of the northern entrance of Port Hood harbor in the Province of Nova Scotia and a resolution of the Council of the Halifax Board of Trade endorsing the first named resolution, copies of which resolutions are herewith annexed.

"Therefore resolved that this Board concur in the resolutions named herein and view of the national character of the undertaking urge upon the Federal Government the desirability of completing the work with the utmost despatch and respectfully recommend that the remainder thereof be placed under contract

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The resolutions referred to in the body of the motion were passed by the Port Hood Board asking the Government to restore the harbor.

Want Reduction of Rates.

Mr. McLean also dealt with the transportation over the Inverness Railway and said a general reduction in rates was most desirable.

He suggested that the matter should be submitted to the Governor-in-Council of the Province of Nova Scotia and to have these lines adopt uniform freight rates as were in vogue elsewhere.

The president thought the subject local and could be dealt with by the Railway Commission.

Mr. McLean said he had tried that, but wished to submit this resolution which he thought would help. It was seconded by D. A. Morrison and adopted as follows:

"Resolved, that whereas the freight rates over the branch lines of the Intercolonial Railway have not been adjusted by the Board of Railway Commissioners for Canada. And whereas the local rate added to freights over the I.C.R. makes cost of transportation excessive. Such local freight rates being out of all proportion as compared with charges for carriage elsewhere, so far as through rates are concerned. And whereas it is desirable that a through freight classification over said branch lines of railways be adopted by which a proportionate reduction of the cost of transportation in such cases be borne by said branch railways. Therefore resolved that the Maritime Board of Trade now in annual session urge upon the Board of Railway Commissioners aforesaid to take such steps as will lead to a readjustment of the freight tariff in this connection.

"Resolved, that certified copies of the resolution passed respecting the closing of the northern entrance to Port Hood harbor be sent by the secretary to Hon. Dr. Pugsley, Minister of Public Works, to Hon. W. S. Fielding, Minister of Finance, and to Dr. A. W. Chisholm, M.P. for Inverness at Margaree, C.B.

"Resolved, that a certified copy of the resolution respecting local freight rates on branch lines of the Intercolonial Railway be sent to the chairman of the Board of Railway Commissioners, Ottawa."

It was decided to revise the resolution and bring it on more generally.

Biggest of all Subjects.

Mr. Edgett then brought up on behalf of Moncton Board the subject of Maritime Union. He read his remarks and mentioned the reason that the subject was so large that he did not wish to wander. He cited many occasions where union had been advocated and supported strongly Maritime Union. He went into the resources of the Provinces, the extensive territory and the population. The population of 900,000 was not as great as it ought to be and as it would have been had young people not departed to various parts, including the west now, and formerly to the United States. He spoke of the decreasing representation in the Federal House. What would help the situation would be united effort in developing natural resources. The people of the respective Provinces were similar in origin, habit and education. They should be united.

He claimed that the Eastern Provinces were neglected by the Government at Ottawa. Political union would be a great promoter of dignity and strength. He thought the difficulties of union were not unsurmountable.

He introduced the following:

"Resolved, that the present time is opportune for the union of Nova Scotia, New Brunswick and Prince Edward Island into one Province." This was seconded by D. A. Morrison.

The Pulp-Wood Problem.

The evening session was opened by A. M. Bell, proposing a reaffirmation of the resolution re the prohibition of exporting pulp-wood to United States. It was seconded by Mr. Ferguson and adopted.

Mr. Oak, of Chatham, was called upon by the president. He gave a very interesting and detailed description of how pulp was made, and ultimately how paper itself was produced. He pointed out that the great commercial product to-day was news paper, or as paper makers called it, just "news." He told the capacity of various paper mills and what machinery was necessary for manufacturing paper. He stated that he was connected with the International Paper Co. of United States and Canada. He wished to discuss the question as a native of New Brunswick, where his money and interests were involved. He mentioned that it was only about twenty years since pulp became so necessary. It was a simple wasp's nest that originated the idea that paper could be made from wood.

The art of making paper had so developed, and the demand had so increased that mills were constantly changing.

He gave an interesting resume of the history of paper making. He contrasted the work of the saw mill man and the pulp-maker.

Mr. Oak was heard with great interest and he showed a mastery of pulp-wood growing and cutting that was most inspiring to the delegates.

He showed a small strip of material which resembled silk, and he passed it around for the instruction of the audience. He said that every fibre of it was made from spruce. He went on to say that he had seen some of the finest tapestries he ever looked upon, made from spruce pulp. He admitted that in the States they had not enough spruce or other wood to keep their mills going. Therefore they had to come to Canada or other foreign countries in order to get pulp-wood. Almost any wood could be used to-day. He named over all the different woods, including bamboo, corn stalks, sugar cane, cotton stalk, etc. He felt that resolutions like the one reaffirmed would do more injury to the Province of New Brunswick or any other Province, than it would do good.

The coercion of American capital to Canada for pulp wood as he assumed the resolution meant, would only lead to retaliation on some vital material. He cited the new American tariff and warned the Board against injudicious motions. He pointed out that power for pulp mills was rare,—that water power was rarely strong enough to produce a thirty-six hundred horse power force which was the only strength that would run two grinders for grinding of wood.

About three million tons of paper of all kinds was produced yearly

To use flax there was a difficulty in eliminating the seed. Flax, if the elimination idea could be developed, could be used to make paper to a very large amount.

Forest products in the States were being wasted yearly to the amount equivalent to two million tons of paper.

The reason that bamboo, corn-stalk, sugar-cane, etc., were not used was because of the extra cost. The best pulp-wood must float. Hardwoods were difficult to mix with soft woods, but they always cost more. His mill was making about three million tons of paper. The theory now was to make the paper thinner and better. He believed it was better to make it thicker and cheaper as publishers liked it better.

He again warned them against encouraging rabid legislation, because it was sure to cause the American paper-makers to use other materials than New Brunswick pulp wood. Great applause greeted Mr. Oak.

From a Lumberman's Standpoint.

Mr. Snowball, who is a lumberman, again vacated the chair and again called upon Mr. Paton to preside.

He complimented Mr. Oak upon his eloquence and plausible argument. He could not help but think that he had defended his wish so well that it led to the thought that there was something glossed over that should be said in favor of the resolution.

He showed how much the big pulp mills and rossing mills were doing in Chatham. He admitted that there was a good deal in what he said in that mill-men should be compelled to give more attention to their work. He believed the lumberman was paying more attention to his work from the standpoint of getting more out of logs. He described how their own mills saved a great deal more to-day on their sawing than formerly.

The International Paper Co. had about 30,000 miles of land. It seemed obvious to him that any company with such vast interests would be willing to come to their own rescue by making paper in Canada, provided the legislation regarding the export of pulp was made sufficiently drastic.

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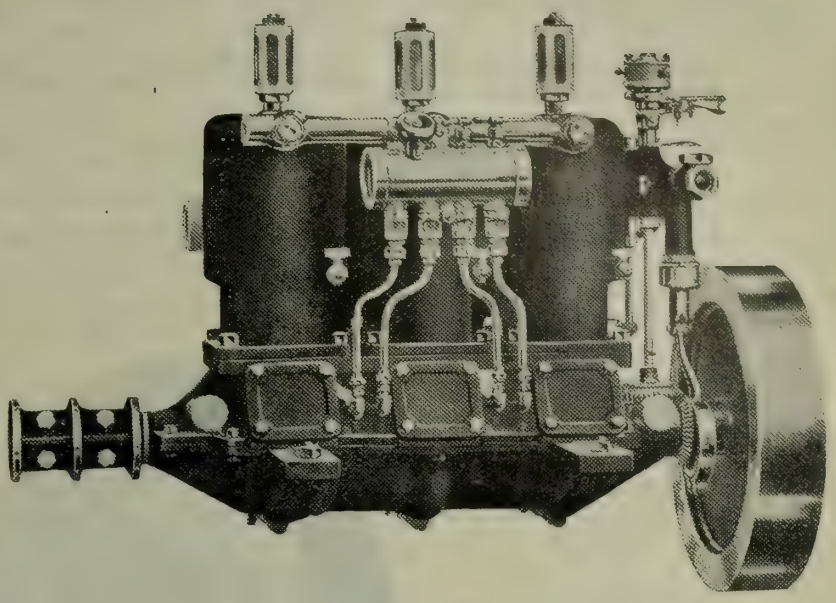

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He believed that in the Province of Quebec there were good water powers and plenty of wood. We, therefore, in Canada should have all the industries we could possibly get. Unless legislation was enacted, we would never get the proper industries. Workmen would come where they could get yearly regular employment. The industries of the Province were wrapped up in iron, coal and wood and in a few years the Provinces would cease to be, if the natural resources were frittered away by big companies of United States and other countries.

In Gloucester County he believed they could have iron manufactories that would be important and useful. We should encourage all our young men to remain at home and manufacture for the needs of the people. The Maritime Provinces should take advantage of the new G.T.P. and start factories all along the line and supply the wants of the new peoples of the Northwest.

Referring to the paper question, he said we ought not to be afraid of threats to double tariff or any retaliatory measure. We should be able to make them and their industries Canadian, instead of them making us and our products, American. (Great applause.)

Mr. Oak replied briefly stating that from seventy to eighty million feet of lumber came from Maine to St. John, N.B., where it was manufactured and sent back free of duty.

Now in the case of the International Paper Co., they make large portions of their goods in Canada; the other portions were made in the States. When the tide turns a little why should exactions be placed upon them for the balance of a period of their lease, nine years as the resolution suggests, He pleaded for no new action until their tweny-five year leases had expired.

Mr. Johnson told of how the forests of Nova Scotia were being looked after. He would favor carrying out the resolution and the fact of the American threat would make him believe in giving them a taste of what we gave Germany. They were not nervous about any American capital being kept out of Canada. John Bull was still ready with plenty of money. Canada should look after her own interests.

Senator Ross said that the United States tariff showed they were extremely selfish. We were in the happy condition of not caring much about them. The Americans liked Canada part'y because of the good laws as well as for the splendid chances.

Canada could live without them as well as they could live without us.

Government Fruit Farm.

A. S. Burgess submitted the following resolution which was seconded by Mr. Johnson and carried as follows:

"Whereas the Federal Government has approved the principle of establishing experimental fruit farm, and whereas it is in the interests of fruit-farming in the Maritime Provinces, therefore that such be established without delay. Resolved, that this Board press upon the Federal Government the importance of establishing such a farm as quickly as possible."

At Chatham, N.B., Next Year.

A resolution was then moved by D. F. McLean and seconded by Mr. Johnson that Chatham, N.B., be chosen as the next place of meeting. It was carried unanimously. Mr. Snowball thanked the Board on behalf of the Chatham Board of which he was the president. He promised a welcome in Chatham.

Maritime Union Debate Resumed.

The discussion upon Maritime Union was then taken up, the debate being led by Mr. Johnson, of Halifax. He pointed out that any man born and

D. F. McLEAN,

The Port Hood, N.S. Representative.

brought up in Nova Scotia, would be opposed to Maritime Union. Nova Scotia would have nothing to gain. She had more resources than the two other Provinces combined. She had made great strides. Her people were wealthy. They were getting more so all the time. In educational matters they had surpassed all other provinces and all modern advantages in technology, universities and agriculture were in vogue in Nova Scotia. Those who remembered Acadia would recall that New Brunswick was once included in Nova Scotia. Any Nova Scotian worthy of the name, would never dream of bartering away its name or its traditions.

Nova Scotia was in his opinion the most intensely Canadian of all the Provinces. He believed when the nation became great the identity of the Provinces would be the strength of the whole country. This was one of the reasons why United States had succeeded as a nation.

He cited little Rhode Island as an example, where their representative swayed the United States Senate.

To combine the Provinces would weaken the whole.

All through history nations of any import had to have coast line. The Maritime Provinces were the best part of Canada. Halifax was the Imperial port of Canada. It was the only one open every day of the year. Where would Canada put her navy?

Not in St. John—too small—too much tide. Not at Quebec—because it was sealed up six months of the year.

Halifax was destined to be a great city. It would be the greatest port in Canada.

Talking of great men, Nova Scotia had produced them. Who was a greater man than Joe Howe? (Applause.) He foresaw the C.P.R. He was a prophet.

Sir Chas. Tupper was mentioned as another of the great men. Nova Scotians were all broad-minded and each individual was proud of the grandest Province in the Dominion. The only way amalgamation could be brought about would be by Nova Scotia absorbing the two other Provinces and retaining her name.

The Opposite Side.

Senator Ross spoke, differing with Mr. Johnson, using church unions as an illustration of strength. He thought committees should be appointed and these shou'd work with their respective Provinces and report back. He favored Nova Scotia because she had representative government fifty years fully before the other Provinces. It would take years to accomplish the union and Nova Scotia was stronger than either of the other two.

D. A. Morrison referred to some remarks of Mr. Johnson. He felt that his references to St. John were not complimentary. He had lived for some years in Nova Scotia, but had been formerly in St. John. His loyalty was unquestioned. He believed no Province would object to the name mentioned—Acadia. As to our influence dwindling, he was sure that with the great west going ahead as it was, it was common sense to say that in a few years the Provinces united would not have three members in the Federal Cabinet.

In the Preliminary Stage.

Mr. Hawke pointed out that the question was as yet merely academic. The press of Ontario had frequently discussed Maritime union. There were many difficulties. He symphthized with some of these named by Mr. Johnson. Municipal conditions were all different in the east from those in the west, or at least in Ontario. He compared these two sections of the Dominion. He dealt with the financial side of the union. He believed there were no financial advantages. If the union had any merit it would be in its greater strength as compared with greater Canada. He was

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sure that if the provinces were united they would have great influence in the Dominion Parliament.

Nova Scotia should not under-estimate the lumber resources of New Brunswick. He referred to the immense iron ore resources. He had heard of some resources just discovered near Moncton in connection with natural gas, which would revolutionize all industries. Shale was discovered in New Brunswick. He compared the resources of Nova Scotia and those of New Brunswick.

He believed there was only one harbor in the world which surpassed that of Halifax, namely, that of Plymouth, England. If, however, Halifax had shown the pluck in expenditure that St. John had shown, she would be in a better position to-day. It was only union that would make them strong. The provinces, he believed, were coming into their own, and that new life was certainly beginning. They stood to profit more by the G.T.P. than even Ontario or western Quebec. (Applause.)

D. F. McLean spoke on the potentialities of the Provinces. It was all a question of "Would union pay?" A committee should be appointed to look into the matter. There was community of interest, and as to where the capital should be was not a part of this question. It should be discussed in its broadest sense.

Mr. Payzant, of Halifax, spoke in glowing terms of Nova Scotia. Yet he was broad enough to give credit to all others. It might be possible that benefit might be awaiting Nova Scotia if she joined with the other Provinces, just as there was benefit awaiting her when she joined Confederation. He would not vote against the resolution.

SECOND DAY SESSION.

Promptly at nine Thursday morning the convention resumed business. Before resuming the debate on Maritime Union, the president named the following committee to select officers for the ensuing year:—D. F. McLean, A. M. Bell, A. J. McFayden, W. F. Tidmarsh, J. Paton. A. Williams and J. L. Steward.

H. Logan, of Amherst, led the debate He did not like the idea of reflecting upon any of the other provinces by any one.

While sitting in parliament, he had seen the influence of the Maritime Provinces fading. He saw the Western Provinces dominating on representation. He contrasted the west with the east, and the peculiarities of each. There was no union of the members in the provinces. Their rooms are known in parliament as three distinct camps.

There was never any union on any subject. So much petty jealousy exists that the western people look upon the maritime differences as mostly petty port difficulties between St. John and Halifax.

He was not always in favor of Maritime Union, but he had become converted. He believed that Joseph Howe advocated union. He saw the petty jealousies that would arise. Forty-five years had passed since that big meeting was held in Charlottetown, when Joseph Howe spoke in favor of Maritime Union.

The provinces were now discussing the same thing.

Why should it be necessary to have three governments controlling the three small provinces? He felt union would mean larger men, larger issues, greater minds and an independent self reliance. He knew that great men had been sent to Ottawa from the east. These men held the key to the situation, which has now gone west. Union would give strength in the National Council. He did not believe union would reduce the cabinet representation.

The provinces need not worry over that anyway. Representatives would be strong anyway. He then read a few notes which he had prepared on the subject of union. It had been estimated that union would save at least one hundred and fifty thousand dollars. What would that amount mean in developing the various resources of the three provinces?

He believed New Brunswick would shortly run Nova Scotia a close race for supremacy in natural resources development. He felt that the provinces could stand with one Lieut-Governor. There were no differences of race or religion to any marked extent. Lawyers were not allowed to practise in one province who had graduated in another.

Doctors were similarly hampered. Union would bring about a common judiciary. Union would mean better credit in the money market. Public works would be undertaken that now could not be touched. Legislation would be better and everything would be better.

The people of Nova Scotia are about as familiar with members of Parliament in New Brunswick or the Island as they were with Manitoba or British Columbia members.

Interests of P. E. Island.

The feeling of unity and power would stimulate trade and prosperity.

He discussed the probabilities of a capital, but said that was not the question. Union was the dominant note. The Dominion was bound for instance to look after communication with the Island. Confederation must be rounded out. Prince Edward Island had been playing a lone hand. Only four members went to Ottawa. He believed Prince Edward could win her tunnel if Maritime Union were accomplished, when she would have the two big sister provinces at her back. (Applause.)

Maritime Union would be welcomed all over Canada. One of the first questions would be to have readjusted the subsidies to the provinces. Union would give occasion to make the demand that representation should never be decreased, no matter what the Dominion population might be. (Applause.)

Minor matters could be easily fixed. The local houses were over represented. The salaries now paid could be re-arranged and the objections submitted could be easily overcome.

He then referred to the great difficulties of confederation and felt that if our forefathers had overcome the mountains then surely our obstacles were merely mole-hills. We should not be prone to say, "It will never come." He believed it would come, and the east would stand out as an independent, relevant, powerful body. (Applause.)

The only single force that would bring him back to public life agair would be to work for this one ideal—the union of these three magnificient provinces. (Great applause.)

Senator Ross took the speaker to task for "sneezing" remarks made regarding the Legislative Council of Nova Scotia. He paid a great tribute to Joseph Howe.

He cited one of Joseph Howe's speeches, re the Legislative Council, which was opened by himself. Howe reformed matters by perpetuating the Legislative Council. He believed that the Province of Ontario admitted the mistake in abolishing the Legislative Council.

A. M. Bell referred to Newfoundland, and how that island failed to come into Confederation owing to a financial matter. He felt that the Maritimers should try to get Newfoundland to join with them in the union, and thus round out a perfect confederation.

Maritime Union Endorsed

Mr. Edgett's motion in favor of Maritime union was then put and carried by a fine majority. A resolution moved by Senator Ross, and seconded by Hance Logan, was carried as follows:—

"Wheras this Maritime Board of Trade has declared in favor of Maritime Union;

"Therefore, resolved, that the Government of each of these Provinces be requested to nominate a committee of three from P.E.I., five from New Brunswick and five from Nova Scotia, to consider the conditions on which said union could be consummated, and report to their respective Governments."

Mr. Wasburton announced that if any man seeking election were to go to his constituents on the platform of Maritime Union, he would not save his deposit He referred to the Island peculiarities, but would not oppose the resolutions.

He supported Mr. Bell's idea, re Newfoundland.

Mr. McFayden on behalf of the Island, said he would be inclined to vote for the resolution, re union.

J. Paton voted against the motion regarding union. Prince Edward Island was the richest Province in the Dominion in proportion to the population. There were ten millions of money in the banks. The people were the best. Their public men were all capable. The climate is unsurpassed. There were no people who got so little out of confederation as the Islanders. He believed they would be better off, if the Islanders had

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been left alone. Prince Edward Island should get what she deserves before any union was thought about.

New Men at the Helm.

The nominating committee under the chairmanship of W. F. Tidmarsh, reported as follows:—

President—W. B. Snowball, Chatham, N.B.

1st Vice-president — D. F. McLean, Port Hood, N.S.

2nd Vice-president — James Paton, Charlottetown, P.E.I.

Secretary-treasurer—C. M. Creed, Halifax, N.S.

Corresponding Secretary — W. L. T, Weldon, Chatham, N.B.

Auditor — E. A. Saunders, Halifax, N.S.

Mr. Snowball, the president elect, thanked the members for choosing him for the position. He hoped they would all come to Chatham, where the beauties of the Miramichi would attract and hold. Perhaps they would like the place so well that it might be selected as the site of the union parliament buildings. The other officers spoke, showing their appreciation of the honor conferred upon them.

Decision on Withdrawal.

It was announced that the St. John delegates had arrived and the left-over matters were discussed. Mr. Harvey, of St. John, announced that St. John had decided to withdraw from the Maritime Board of Trade. He spoke of contentious subjects which had dominated the Board. The St. John Board would cease to have any connection with the Maritime Board, with this meeting. He regretted that he had not any chance to say this before the officers were elected.

Mr. Paton said it was remarkable that delegates would come to advocate union and at the same time announce their withdrawal from the Board.

H. Logan could hardly believe St. John meant what the delegates had said about withdrawal. He would like to ask if the St. John Board had passed a resolution to that effect.

Mr. Bentley stated that the Maritime Board had accomplished great things. He regretted the action.

Senator Ross also regretted the action of St. John delegates. It was the first step towards weakness.

Mr. Edgett also regretted this bitterness of St. John. The Board should be broader and bigger, and surely St. John could reconsider their decision. It did not seem fair to throw this shock into the Board at its last call.

Mr. Snowball felt it was a disgrace to hear these things from St. John. He would not have accepted the presidency had he known the action of St. John. He had for years benefited by the meetings of the Maritime Board. He hoped St. John would stand by Chatham now, as Chatham had stood by St. John.

A. M. Bell referred to last year's meeting in Halifax, when he was president, and also to the year before at Amherst. He noted that St. John referred to the meeting of last year, and he felt it particularly keenly.

He went over the differences of opinion which had existed between St. John and Halifax. St. John has had the wrong end of the argument all along, and because they could not be reconciled they had decided to quit. Because they could not carry against the wishes of the meeting a local issue, should they withdraw? D. F. McLean regretted the bickerings. He would like to see more patriotism. St. John was not New Brunswick, nor Halifax all of Nova Scotia: The Board was dealing with larger issues and not with whimsical matters.

D. A. Morrison said as a member of the St. John Board that he was astonished at the action. He had always looked up to St. John business men as leaders, and it was a surprise to him. Their idea is that the Board had not been a success. Time had been wasted, etc. Whatever they thought, the action was not manly; it was not the nice way, not the usual St. John way. He believed St. John should come up with greater strength, instead of giving up. He believed the Maritime Board had done a great work and their voice had been a power. If St. John persisted in withdrawing, it would be met with general regret and the most influential Board of New Brunswick would be lost.

An Answer From St. John.

Mr. Harvey's mission to carry out the mandate of St. John Board was unpleasant. He referred to Mr. Bell's remarks and pointed out that the St. John Board had gone into history fully, before they came to the decision to withdraw. He knew that the delegates had received courtesy, but they wanted more than courtesy. They wanted action.

He regretted that theoretically the Maritime Board was a great institution, but practically it was of no great value. It was principally resoluting. He recalled the Amherst meeting, when he claimed that St. John offered to withdraw their resolution if Halifax would withdraw theirs.

"Yes," said Mr. Bell.

Mr. Logan offered a suggestion that there "were other places on the map besides St. John and Halifax." He believed Mr. Harvey was largely right regarding the discussion of too many petty matters.

He referred to the House of Commons where all kinds of trifling matters were discussed, and it was necessary to have a revision of subjects.

Then there was an old jealousy between St. John and Halifax, and that

JAS. PATON.

President of the Charlottetown Board of Trade—a Strong Man Everyway, who Has Done Much for His City. He Did Yeoman Service During the Convention and Deserves Public Congratulations. He was Elected Second Vice-President of The Maritime Board.

OUR SHOVELS, SPADES AND SCOOPS

IN FENERTY AND GILMOUR BRANDS

were awarded GOLD and SILVER Medals, etc., at

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HALIFAX, N. S.

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HARDWARE AND STOVES

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Charlottetown Foundry & Machine Co., LIMITED

PEAKE'S No. ONE WHARF

Founders, Machinists, Boiler-Makers.

Repairs Promptly Attended to.

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Charlottetown, P.E.I.

was one of the rocks on which the Board would be wrecked. The action of St. John was unfortunate. The Maritime Board met all day and all evening and another morning, and then when the paper containing the list of subjects was swept and when the officers were elected, the St. John Board stepped up and offered a resignation from the Board.

If he were president he would not accept the position. Some notification should have been sent to the Maritime Board beforehand. If the metropolitan city of St. John withdraws it means death to the Maritime Board.

He suggested that the St. John Board reconsider and give notice that next year they would resign. He implored the St. John Board to remain in the Maritime Board.

Mr. Hawke was another in accord with Mr. Logan, but he would recommend that the president should not resign, but should stick to his guns and they would all unite to live even if St. John did pull out. Even if St. John deserted, the Board would not die. He likened the situation to political resignations. He knew St. John was a great city, but the Provinces were greater. St. John City had, he believed, acted against their own interests. He thought there was room for improvement in the Maritime Board as to subjects for discussion. He recommended some changes in arrangement and advised cutting out the petty slurs and the personal pettiness. He appealed to St. John delegates to go back with a decision to reconsider. Political parties had all these troubles. Great bodies of men had to make sacrifices. Surely St. John could change its decision. He believed there would be a remedy. Instead of separating, they should unite. It was a grave matter to break up now.

J. L. Stewart, of Chatham, warned the chairman that discussion was taking place which had no application to the subject in hand. If St. John wished to resign they had a perfect right to do so and perhaps they might have the same right to return next year.

Mr. Harvey replied briefly, saying it was impossible to reconsider their decision, if the Maritime Board existed as it did to-day. When the Maritime Board came back to the lines for which its constitution aimed, St. John might be able to reconsider. Slurs and personal remarks had tended to kill the Maritime Board, and he was sorry.

To Work for Closer Union.

W. N. Edgett believed that notice must be given and he offered a resolution with the assumption that St. John had struck the key-note of saving, rather than killing the Board. The resolution was seconded by Mr. MacLean, and is as follows:

"That a special committee be appointed from this Board to change the method made in the arrangement and adoption of subject papers for discussion before the coming conference, and for providing ways to elevate this Board to a higher standard of discussion, and binding this Board closer together."

Mr. Snowball, the president, said he was not going to resign, and he intended to make this year one to be long remembered and by all odds the best in its history. He hoped St. John would give the Board one more chance.

State of the Finances.

The financial statement was adopted, as follows.

The Maritime Board of Trade,
To Chas. M. Creed, Secy.-Treas.

To general expenses	$129.32	
Secretary's saalry	150.00	
		$279.32

Credit.

1908—

August 18,		
By balance on hand..	$58.52	
By subscriptions col...	60.15	

A. M. BELL,

Of Halifax, an Ex-President, and a Keen Debater at the Various Sessions.

1909—		
By balance on hand, 1909	216.25	
By bal. on hand, 1909.	216.25	
		334.92
Cash bal. on hand		$55.40
Subscriptions to collect for 1909..		$84.05

CHAS. M. CREED,
Secy.-Treas.

Audited and found correct,
E. A. SAUNDERS, Auditor.

Just at the close of the Board, Wm. Stewart, of Summerside, arrived, explaining that owing to a local election in that town on Wednesday, he had been unable to attend. He dealt with the question of the inspection of all farm products, reading a short article from the Halifax Chronicle, speaking of the need of inspection.

Mr. Edgett spoke on this subject, supporting it, and Mr. Stewart's resolution in this connection was adopted.

Senator Ross then paid a compliment to the chairman.

Votes of thanks were passed to Premier Hazard for his kindness in permitting the assembly hall of the Government for the meetings; to the Charlottetown Board of Trade for various courtesies; also to the press and others, including the officers of the Board.

Geo. E. Calkin brought in a resolution as follows, which was left over until next year:

"Resolved, That in the opinion of this Board, the enacting of eight hours as a legal day's work would not be to the best interests of the agricultural districts of the country."

Approve of Dairy Inspection.

A letter was submitted during the discussion of the Summerside resolution, from Theodore Ross, of the Department of Agriculture, which showed that the Georgetown Board of Trade had passed a resolution approving of Government inspection of all dairy and other farm products. This was placed in the hands of the meeting by Mr. McFayden. The meeting then adjourned, after singing "God Save the King."

Post-Convention Events.

At noon the delegates were the guests of the Charlottetown Board of Trade, at an excursion to Vernon, where, at the Hillsborough consolidated school, a lunch was served. Speeches were given by President Snowball, H. Logan, Senator Ross and J. Paton.

After a delightful inspection of the college, the party was taken by special train to the Riverside Driving Park grounds, where the Caledonian Club of the Island were holding their annual Scottish gathering. The event was under the patronage of His Honor Lieut.-Gov. McKinnon, and His Worship the Mayor. The skirl of the pipes and the good dancing, coupled with a fine, real amateur athletic programme, delighted the visitors. The Scotch dress was in evidence everywhere and as Senator Ross said: "We had a good time, though whisky was scarce."

The delegates returned to Charlottetown in the early evening, happy and tired.

Notes.

Men like Secretary Miller, of Charlottetown, are hard to find. He proved an open-handed entertainer, and he and his Board were much praised.

Charles Creed was still showing his appreciation of the beautiful ladies. Charlottetown is blessed with nice women and agreeable men.

W. B. Snowball made an ideal chairman. His pleasing diplomacy threw oil on troubled waters quite often.

Mr. Tidmarsh is a valuable man to have in a city, as he is big, generous, thoughtful and clever.

Hance Logan, the former M. P., is a fine singer and in the special train, he and his bevy of ladies made the echo ring with splendid songs.

St. John men were all good-humored over the action, and considering this, it is likely if St. John and Halifax will bury the hatchet, things will be all right yet.

Chatham next. Mr. Snowball promises some good things and he is the man to carry out his word.

There is a fine river and harbor at Chatham, where fine steamboat excursions are available. Then, too, don't forget that Chatham has a fine, modern hotel with best of accommodation.

THOSE WHO WERE THERE.

The following is a list of delegates present :

NOVA SCOTIA—Amherst : D. N. Morrison, H. J. Logan.
Kings Co.—S. J. Murphy, Jr.
Bear River—Lewfert Ruggles.
Port Hood—D. F. McLean.
Bridgewater—Frank Davison, A. R. Feindel.
Pictou — John D. McDonald, A. A. Ferguson.
Canning—A. S. Burgess.
Truro—C.E . Bentley.

Salmon Fishing on the Miramichi in Northern New Brunswick.

Halifax—A. M. Bell. Hon. Wm. Ross, J. A. Johnson, A. MacKinlay, A. N. Whitman, A. K. Payzant, W. B. Rankin, T. J. Penny, Jas. Anderson, E. A. Saunders.
Kentville—C. W. Webster, J. W. Ryan, Geo. E. Calkin, Robert Harrington.
NEW BRUNSWICK—Chatham : W. B. Snowball, J. L. Stewart, F. M. Tweedy, Chas. E. Oak.
Moncton—T. Williams, J. T. Hawke, W. A. Edgett.
St. John—Chas. Robinson, J. N. Harvey, E. L. Jarvis, J. N. Dordy, Thos. F. White, C. E. Ryder, W. E. Anderson.
PRINCE EDWARD ISLAND—Alberton : Thos. Wilkinson, A. J. McFayden.
Charlottetown—D. Nicholson, W. F. Tidmarsh, Jas. Paton, W. H. Aitken, Horace Hazard, N. Rattenbury, F. H. Beer, G. E. Auld, F. W. Hyndman.
Georgetown—Archibald Macoones.
Summerside—Wm. Stewart, R. S. Bowness.

For the cuts in this issue, showing scenes in Charlottetown, Halifax, St. John and on the Miramichi, Hardware and Metal is indebted to the I.C.R.

Advantages of Capital of the Garden Province

Charlottetown, Conspicuous for its Beauty — An Attractive Centre for Manufacturers and Tourists — Systematic Lay-out of the Streets—Some of the Manufactured Products.

Staff Correspondence.

Charlottetown, Aug. 23. — Charlottetown, where the conference of the Maritime Board of Trade met this year, is known for its beauty all over the world It is the third in size of the cities in the lower provinces. It was founded by Morris & Deschamps in 1768, and was incorporated in 1855. It possesses one of the finest harbors in the world; not only is it open to the ocean, but it is located at the confluence of three rivers —York, Elliot and Hillsborough. It is the capital of the Garden Province, and it is the principal city, where a thriving trade is carried on during the summer months. It has a splendid steamship service, and is the headquarters for the Charlottetown Steam Navigation Co., whose boats ply between the Island and the mainland.

A Mecca for Tourists.

For nearly half a century it has been known as one of the healthiest spots in the Dominion, and every year tourists flock to the island in increased numbers. The city is like a garden, the trees having been planted on all the streets; and being so fully surrounded by water it is never hot, even on the hottest days. The streets are regularly laid out, and are very attractive.

Beautiful public gardens adorn the heart of the city. It has a good lighting system, the best of water, and a modern system of sanitation. One of the most beautiful spots in the neighborhood of the city is Warren's Farm, at Rocky Point, nearly opposite the city, and within a few minutes trip by ferry. This was formerly Port La Joie, the former capital and residence of distinguished French officers under the French Regime. This fort was first settled by the French in 1720, but afterwards allowed to decay, but, in 1749 the Fort was resuscitated, and new buildings erected. The principal fort designed and laid out by the French, and afterwards laid out by the English, was called Fort Amherst.

The Victoria Park is one of the finest to be seen anywhere; it has an area of sixty acres. At Fort Edward located in the park may be obtained a fine view of the harbor and the rivers. Beautiful drives wind through it, and it would be a splendid place for automobiles, which are unhappily or otherwise forbidden on the whole Island. The golf links of Charlottetown are second to none in the world. They are said to even surpass links at St. Andrews.

Charlottetown's Foundry.

The Charlottetown Foundry and Machine Co. is one of the leading enterprises of the city. It was established by the present proprietors four years ago, T. P. Heustis being manager. General foundry work is done and their trade extends all over the Island. A large business is done in repairing machines, etc., a branch of work which their motto is to do with the utmost promptness and carefulness. Mr. Heustis is a practical man, who supervises all work in person.

Imperial Gasolene Motors.

Bruce Stewart & Co., Charlottetown, are a leading firm for foundry and engine works, as well as being manufacturers of Imperial Marine gasoline motors. Mr. Stewart is a big, good natured Scotchman, a fine mechanic and a keen business man. He claims to have the best gasolene motor in Canada. Many fishermen are installing the firm's gasoline motors in their boats. The engines are equipped with what is said to be the most up-to-date sparking device and carburettor built in America.

Fennel & Chandler.

The leading hardware store in Charlottetown is that of Fennel & Chandler. They carry a full line of shelf and heavy hardware and do a wholesale and retail business all over the Island. A specialty is made of prompt delivery and customers everywhere receive prompt and expeditious attention. Mr. Chandler is head of the company which has a special line of stoves which are well known throughout the Island.

Lewis Bros' Eastern Man.

J. C. Watson, eastern representative of Lewis Bros., Montreal, was on the Island during the convention of the Maritime Board of Trade. Mr. Watson is known all over the Maritime Provinces and is a general favorite with his customers having been nine years on this ground. Mr. Watson was welcomed to Charlottetown by a number of his customers and friends who were visitors at the meeting.

Outstanding Features of Canada's Harbor City

Wonderful Business Development in Recent Times—Facilities for Shipping Unsurpassed in the Dominion — The Home of a Champion Sculler—Possesses a Board of Trade Full of Activity.

Staff Correspondence.

Halifax, Aug. 23.—The city of Halifax is known far and wide as a military city. Its past is steeped in heroic doings, and its traditions are interesting to all who enjoy the militia. This is still fascinating, but modern people are developing a belief in the business side of the city. The majority of business men are wealthy, they take life rather easy and devote some time to the enjoyment of life.

GENERAL VIEW OF HALIFAX, N.S.

Everywhere are unmistakable signs of business developments and activity. The Street Railway is one of the best to be found anywhere. Shipping facilities are unequaled, and the local council offers encouragement to new industries. The Sillikar Car Company has had its most successful year since its foundation, and there are other industries of equal importance that are a credit to the city. The educational system finds its headquarters for the provinces in Halifax. There are splendid schools all equipped for the military training, Training Schools for refractory boys, Business Colleges, Medical Schools, two Theological Schools, Art Schools, two Conservatories of Music, Ladies' College, several Convents, and a University for higher education.

Commercial Facilities.

As a winter port Halifax has been well recognized lately by the fact that all the mail goes to this port during the winter. At the Maritime Board meeting the old question of running rights of the C.P.R. over the I.C.R. was again taken up. The city is fortunate in having good local railroad facilities, including those furnished by the I.C.R., the D.A.R. and the I.C.R. No guide book or railroad literature could be published without extended reference being made to Halifax harbor and city. The harbor is scarcely equalled in the world. The public gardens are magnificent and are said to be unequalled anywhere. These cover seventeen acres, and the foliage and flowers are of the rarest variety. Water fowl, real swans and ducks, etc., exist in the natural lakes, and all the beauties are natural ones.

During the first week in August, MacNeill, who won the single scull championship of the continent, was given a welcome in Halifax, which for loyalty and enthusiasm could not be surpassed anywhere. MacNeill is a native and has done a great deal to advertise the city.

The Northwest arm is one of the most delightful spots in the world for water sports and sea bathing. Here the Wagwoltic Club have a well equipped club house, and the guests at the Halifax Hotel have every privilege of this club. It is suitably named, being an arm of the sea stretching northward three miles until it reaches a point half a mile from Bedford.

Good behaviour is noticed on all sides, laws are well kept; churches are well attended and strength of character and dignity are to be met with always.

The Board of Trade.

The Halifax Board of Trade is one of the most active in Canada; its strength may well be measured by the fact that it is a city of 50,000 of a population and the members of the board number 600. This is the fifth year of the Board's new life of activity. They have recently been given notice to leave their very attractive rooms on account of some changes that are to take place in the building.

The I.C.R.'s Halifax Men.

J. B. Lambkin, assistant general passenger agent, is looking younger every day. "Jim," as he is known, has developed a very large number of friends all over Canada, and especially in Halifax and the province where he is "making good" in every particular. The I.C.R.'s offices are handsomely fitted up, and it is one of the most popular spots in Halifax. The staff are all courteous and attentive to the public, and it is no trouble to get information here. Thousands of travelers call if only to shake hands with "Jim," and many of them are grateful to him for untiring attention to parties and individual persons on behalf of the I. C. R. How he keeps up his perennial youth is a secret that a great many people would like to discover. It is generally hoped that he will keep it for years to come.

A. M. Bell & Co.

The hardware store of A. M. Bell & Co., Halifax, is one of the finest in Nova Scotia, the floor space totaling over 30,000 square feet. Mr Bell has always taken an active interest in the Maritime Board of Trade and was president during one of the most successful years of its existence. This business was established in 1874 by Andrew M. Bell, but in 1896 Arthur B. Wiswell was taken into partnership. Mr. Wiswell and Mr. Bell have worked together very successfully and have developed a large and steadily growing business.

Cragg Bros. & Co.

The attractive store of Cragg Bros., Halifax, is famed for its sporting goods department. The firm also carries a good line of cutlery, but their store is situated

on a corner where sporting goods show up to a great advantage, they making elaborate displays of golf equipment, tennis and baseball outfits, fishing tackle, guns, etc. They have a board where all the sporting news is bulletined, this being found to be a splendid medium for advertising the store. Mr. Cragg himself is an enthusiastic sportsman and has always taken a good deal of interest in the welfare of Halifax. He has several exclusive Canadian agencies for cutlery, as well as one for a metal letter system for letter boxes, door plates, signs, etc.

Crowell Bros.

Crowell Bros. are one of the oldest established hardware firms in Halifax, the present place of business being located on Upper Water Street. During the past few years the business has taken on new life and trade has increased steadily. Especial attention is directed to Sherwin-Williams' paints, besides which the firm has a number of good agencies.

Halifax Shovel Co.

The Halifax Shovel Co. is one of the thriving industries of Halifax. The Messrs. Fenerty, father and son, have steadily developed their factory until today they have a high standing among the shovel makers in Canada. They have had a long career of growth and development and at the Chicago World's Fair their goods received the highest honors, also winning gold and silver medals at London, Eng., Toronto and Jamaica exhibitions, in competition with the leading makers of the world. Their best known brands are handled by the leading jobbers, and include "Fenerty" and "Gilmour," of both spades and shovels. A'ex Gibb is their agent in Montreal.

Big Foundry at Amherst.

Few manufacturing concerns in the Maritime Provinces are so widely known as the Amherst Foundry Co., which has steadily grown from a small beginning and now is known from one end of the Dominion to the other for its fine bathroom enamelware, etc. The trade mark "Beaver" has become known for beauty and reliability and this brand is an absolute guarantee of excellence. The members of the firm have made it a study to have character and durability emphasized in every article manufactured. The "Eastern Beauty" lavatory is one of their specialties, and has a large sale.

In western Canada the trade has grown to large proportions and "Beaver" goods stand high in public favor.

A. J. Jackson, Toronto, the agent for this company for the Province of Ontario, has made a record for himself during the past two years, and more especially this current year. The members of the company are capable, keen men, each expert in their respective departments. The directors include J. A. Crossman, William Knight, C. C. Black and C, A. Lusby, secretary-treasurer.

Heaton Acetylene Generator.

The keynote of all acetylene generators has been safety, and the attractive part of the new Heaton generator is that it is claimed to be absolutely safe. It has taken years of experimenting to perfect it and to-day it is to the credit of the City of Amherst to have in it the manufacturing plant of the Heaton acetylene gas generator. It has stood the severest tests of the fire underwriters, while it is so simple that any woman or child can operate it, and it reduces the cost of lighting one-half and more. It can be used for lighting and heating and is claimed to be the cheapest illuminant known to-day. Experts have complimented Mr. Heaton upon his invention, but the best proof of its worth is the fact that hundreds have already been installed throughout the Maritime Provinces and other parts of Canada. Orders have been received for large numbers of generators and a steady, thriving industry has been created in Amherst.

Mr. Heaton has made a special study of municipal lighting and he is now considering several proposals for large plants for towns and cities. Descriptive literature will be furnished on request.

Important New Glasgow Industry.

New Glasgow is one of the most important manufacturing centres of its size in Canada, and one of the notable manufacturing plants is that of the Sutherland Rifle Sight Co. The name of this company is somewhat of a misnomer. Rifle sights are merely one part of the various lines manufactured. The machinery and equipment necessary for making the rifle sights has evolved many other lines, such as special machinery and tools, punching dies and metal stamping, screw machine products, carriage hardware and electrical fixtures, switch and outlet boxes, and the Universal pipe elbow pattern.

The latter is a unique labor-saving invention, designed with a view to saving money and labor for the tinsmith. When it is remembered how much time is wasted in designing pipe elbow patterns, anything that will relieve this worry so satisfactorily as this pattern does, should be a boon to the workman. It is figured that if a foreman's time is worth thirty cents an hour, if he saves an average of ten minutes per day by using this pattern, he will have saved enough money in one year to pay over 100 per cent. interest on the investment represented by the purchase price of the machine. It is guaranteed to save hours of time every day and any practical sheet metal worker knows what this means. The Universal pipe elbow pattern is so strong and durable that with ordinary care should last a life-time. The workings of the pattern are of the greatest interest and descriptive literature will be supplied on request.

The plant of the company comprises upwards of sixty different machines, including lathes, milling machines, drill presses, punch presses, automatic screw machines, while a sherardizing plant is about to be added. W. H. Johnston is president and managing director of the company, which has prospered remarkably under his direction. He has taken a keen interest in the welfare of New Glasgow as a business centre, and it was his capacity entirely that carried the company through a considerable difficulty in its earlier stages. It is quite evident that greater things are in store for this company.

Nova Scotia Steel.

A large industry in the Maritime Provinces that holds a more enviable record is the Nova Scotia Steel & Coal Company, with head offices and works at New Glasgow, and plants at Sydney Mines, North Sydney and Wabana, Newfoundland.

A. M. BELL & Co.

"We Want Your Trade"

We want to sell you your next order of Hardware. We have many other things that should interest you. When you get into the habit of dealing with a house like "Bell's" you will always feel protected. Reliability—that has been the keystone to our success, and our many, many customers have received the benefits of our "square deal." You will find some of our lines enumerated in the following:

GUNS and RIFLES in English, German and American makes. Also the best in Canadian Guns and Rifles.

SPALDING SPORTING GOODS.—Supplies for every known sport and game. We are Agents for Spaldings.

Also MOORE'S READY-MIXED PAINTS.—An extra fine paint—in fact the best that we know of.

BUILDERS' HARDWARE.—Everything in the line of Trims. All the best known lines.

SKATES.—Such as the famous "Starr" make and Boker's.

KITCHEN FURNISHINGS.—Everything that a well-ordered kitchen requires. We would like you to write us and we will be glad to send prices and have our traveller call. Can't we hear from you?

In FISHING SUPPLIES we handle everything for deep sea, river and lake.

A. M. BELL & Co.

Granville St., - HALIFAX, N.S.

Last year the company made great strides and succeeded in placing a most successful new bond issue. In fact, in every way prosperity has been shining on this industry. This fact speaks eloquently for the management. A notable fact which stands out to their credit is that during the seven months of 1909 this is the only coal company in Nova Scotia which shipped more coal than it did during the same period in 1908.

Their car axle department is exceedingly busy, having received a large order for both axles and pipe material for the G.T.P., and other new railways. Their works are running at full capacity and have been throughout the year. With a staff of over four thousand hands and a pay roll close to two hundred thousand dollars a month, it is gratifying to know that the best possible feeling exists all through the works between workman and employer.

The company trades all over the world. During the summer months over two hundred thousand tons of coal from their mines find its way up the St, Lawrence. During the year they have installed two new heating furnaces for reheating ingots and billets. These furnaces enable the company to economize and do their work at a smaller expense of coal than is required in the soaking pits used by most other companies to heat a ton of hot ingots.

The general manager is Thomas Cantley, who has been in charge for six years, and his success speaks for him of his capacity. He is well supported by an able staff and the future of the company looks rosy indeed.

Flourishing Dartmouth Industry.

This factory commenced operating under private ownership in 1864 for the manufacture of the now famous "Acme" skate. So rapidly did the business increase that it was found necessary to have the capital increased, and the factory enlarged, and in 1868 the Starr Mfg. Co. was incorporated. Since then, by keeping in advance of the times, it has grown to great proportions. Bolts, nuts, rivets, spikes and hinges were next manufactured, and a ready sale awaited them when placed on the market. Electro-plating was next taken up and today the Starr Mfg. Co. have one of the largest plants in Canada for plating in gold, silver and nickel.

In 1907 the Starr Co. was amalgamated with the Dartmouth Rolling Mills Co., large producers of bar iron. The amalgamation with the Rolling Mills placed the Starr Co. in the excellent position of being able to make their own raw material, as well as enabling them to cater successfully to the merchant bar iron trade of eastern Canada. The machine and forge department has lately been very much developed, the manufacture of screw and hook hinges having been recently added. When it comes down to skates, it can be said that Starr skates are used all over the civilized globe. One of the additions to the company's list of skate customers has been from far-off Australia, where artificial ice-making is now the rage.

A large addition is being made to the buildings to accommodate the new level corroding and oxide plant for the manufacture of white and red lead, litharge, oxide, ochres and other products of a like nature. It is expected that this new plant will be working to its fullest capacity by the ensuing fall. The manufacture of saw mill machinery is another rapidly-growing branch of the business and it is still growing.

Industrial Qualifications of the City of St. John

Its Admirable Location Gives It a National Prominence—Terminus of Two Railways—Harbor Facilities Play Important Part in its Industrial Life—Centre for Good Business Firms.

Staff Correspondence.

St. John, Aug. 25.—No city in the Maritime Provinces has won a better name for itself than St. John. Admirably located where the summers are cool and long and the winters are moderate and not too long, the city has won especial favor with tourists.

Reversing Falls, St. John, N.B.

It is as a business city that St. John is best known. Her healthy climate seems to have created a mental and a physical equipment for her citizens that has meant enterprise and success in business.

The local Board of Trade has always invited industries to locate here and the council seems to have had that foresight which has attracted by careful attention several of the finest manufacturing establishments to be found anywhere.

The city is the terminus of two great railways, the C.P.R. and the I. C. R., and it is the winter port to Canada. Thus it connects the Dominion with Europe during the winter months and the shipping facilities are unexcelled.

Other industries which have to do with the advancement of the city are the manufacturing of cotton, the pulp industry, lime quarries, fruit and produce trade and the fishing industry. All varieties of wholesale business is carried on in St. John, the grocery and hardware lines being the dominant factors.

Maritime Nail Co.

Manufacturing nails and wire products has reached a high state of perfection in the factory of the Maritime Nail Co. It is one of the representative industries of the City of St. John and has done a great deal to make the city known all over the world. The plant was founded in 1894 and is large and modern, covering 50,000 square feet of flooring in all. The products manufactured include hay wire, oiled and annealed wire, fence wire, etc., cut to all lengths. Their horse shoe nails and their galvanized nails have a steadily increasing sale, this being the best testimony to the merits of their goods. S. E. Elkins, the general manager is a young man who has won favor in St. John for his keen interest in the welfare of the city and his untiring attention to his business.

Glenwood Ranges.

McLean & Holt, St. John, have made a name for themselves as stove founders

ATTENTION!

We want a Reliable Firm in Every Town in the Maritime Provinces to handle our Glenwood Ranges. We make the Cabinet Glenwood, Glenwood E, Modern Glenwood, Glenwood Cook, Glenwood Oaks and Furnaces.

Write for terms and exclusive rights for your town.

Glenwood Ranges Make Cooking Easy.

Glenwood Ranges are the Best Money Can Buy.

McLEAN, HOLT & CO.

JAS. L. McAVITY, Proprietor

ST. JOHN, N.B.

Foundries: 113 to 117 City Road, 30 Stanley Street, 5 to 14 Albion Street.
Showrooms and Store: 155 Union Street.

and their Glenwood ranges have won their way into the hearts of the housekeepers of the Provinces and especially St. John, for their fine baking quality and their beauty and durability throughout. The firm is now owned by J. L. McAvity, their main store being on Union street while the plant is located on City Road, where two large foundries are kept constantly busy. They also manufacture all kinds of grey iron castings for railways and turn out steel brake shoes for the American Brake and Shoe Co., United States. Mr. Irwin, who has recently been made general manager of the retail store, is a capable man who has built up the business remarkably since he took charge.

Josiah Fowler Axes.

One of the pioneer business concerns of St. John is that of Josiah Fowler & Company, who began making axes nearly half a century ago and have recently added automobile springs to their line. Besides Mr. Josiah Fowler, who founded the business, Mr. Fowler's son and his son-in-law are members of the company. The goods manufactured now include edge tools of all descriptions such as chisels adzes, draw knives, axes, hammers, blacksmith's sledges, etc. Auto springs and axles are now being featured and the company have lately received orders for their auto springs from as far away as Cleveland, Ohio.

Blanchard Fowler is manager and A. D. Barbour is secretary of the company, but Josiah Fowler himself is one of the most alert salesmen in the firm notwithstanding his advanced years.

Enterprise Foundry at Sackville.

The Enterprise Foundry Co., Sackville, can boast of one of the finest equipped stove foundries on the American continent. After the fire of last year the management determined to have a most complete and modern establishment and sifted experience and the observation of the best stove factories on the continent caused the perfection of their new plant. W. S. Fisher, who was the prime mover in rebuilding this new factory deserves great credit in every way. Mr. Fisher and the firm of Emerson & Fisher has done a great deal for New Brunswick and especially for Sackville.

James Pender & Co.

James Pender, head of James Pender & Co., St. John, is at present representing the Maritime Provinces as a delegate to the Congress of Chambers of Commerce of the British Empire being held in Australia. This selection by the Maritime Provinces of Mr. Pender, was a signal of honor to a worthy man. "Jim" as he is familiarly known is a strong character. He was born sixty years ago within forty miles of St. John, N. B., and from small beginnings in MacAvity's store at two dollars a week he has developed a large horse and galvanized nail business and has risen to important public positions and honors. He began making cut nails with E. K. Moore, afterwards adding the horse nail department. In 1892, the wire nail department was started and now they have a business covering the whole Dominion. Mr. Pender is a practical man and knows the ins and outs of the nail business thoroughly. He is a rattling good speaker and has the faculty of saying just what he wants to say without mincing matters. He contested in the Liberal interest a constituency for the Federal House last election and was beaten by a sma'l majority. Mr. Pender would make a fine public man as he is sincere and much in earnest about all public matters.

JAMES PENDER,

Head of James Pender & Co., Prominent Member of Maritime Board of Trade and Delegate to Congress of Boards of Trade of British Empire, Meeting in Australia.

He has for years been an active member of the Maritime Board of Trade and he was missed at the meeting in Charlottetown this year. He has two brothers in similar business in Australia and his report on his trip to the antipodes will no doubt be an interesting document. The Pender company employ from 80 to 100 hands all the time and have a large and growing business.

New Acetylene Generator.

What they claim is the finest acetylene gas generator in the world has been invented and perfected by the Monitor Manufacturing Co., Fredericton, after years of research and experiment.

To get light during the periods when the sun is not available is a problem for all who study economic living. In the home, the school, the factory, in fact in all places where activity reigns light must be employed in an artificial sense. Acetylene gas has been an experiment which for some years has been considered more or less hazardous owing in most cases to faulty generators.

The Monitor generator is claimed to have solved these difficulties. No other generator possesses what is called the "feeding device" or the vital part constructed in the same way. That part of the generator which automatically feeds the carbide into the water as required for the generation of gas is entirely distinct. The feeding device is controlled from the outside, in plain view and not as heretofore through some concealed contrivance filled with water and calcium carbide. The inventor was M. W. Carrier.

Hundreds of towns all over the continent are lighted by acetylene and all that has prevented many others has been the fear of generators. Now that the Monitor is acknowledged by underwriters to be perfect in its action and asbolutely safe, steady sales have taken place, wherever the generator has been introduced. The Montreal Board of Fire Underwriters passed this generator without any unfavorable comment, while at the St. John Exhibition the generator was awarded a diploma. Literature and full information will be supplied on request. Some of Fredericton's most prominent men are directors of the company including John Kilburn, president; T. B. Kidner, vice-president; W. H. Irvine, M.D., secretary-treasurer; and M. W. Carrier, general superintendent.

New Brunswick Wire Fence Co., Moncton.

The industries of the Maritime Provinces are well represented by the New Brunswick Wire Fence Co, located in the very heart of them, at Moncton, N. B. Established many years ago, the business has grown from small beginnings into a formidable manufactory, with a large staff and a strong organization. Many fine new machines have been added since the factory was founded, and to-day the company guarantees to make a wire fence that has no superior in the Dominion.

They manufacture wire fences of almost every variety and style, their exclusive designs being attractive and not obtainable elsewhere.

The industry also includes fancy and plain gates, fence staples, coiled spring wire and fencing wire. They deal also in galvanized steel wire, cedar posts, steel posts, etc.

A specialty is made of pleasing customers, and the manager, A. C. Chapman, supervises the execution of all orders in person. He has built up the business on the basis of sterling treatment of all customers, and a guarantee that all goods are just as represented. C. A. Murray, the president, is one of the prominent citizens of Moncton. Mr. Chapman has been in Moncton many

years, where he is known for his devotion to the best interests of the city, and his untiring attention to his business.

Empire Steel Ladders.

The Empire Steel Ladder Co., Moncton, is a new enterprise composed of practical men who know the business thoroughly. The steel ladder is a plain ladder made of steel rods nicely interlaced so as to take up little room but equipped to cling to whatever is desired or to remain free if so wished. Thus the ladder is useful for freight cars, fire escapes as well as in stores, warehouses, etc. The company has recently been reorganized and has added an aluminum molding department to their works.

One of the members of the firm, W. S. Bowness, is a genius for mechanics, having learned the trade of jewler originally and from that has developed his taste for other mechanical craft.

H&M—follow St. John write up

Sumner Co., Moncton, N.B.

Few men of business in Eastern Canada occupy more unique positions in the commercial and public eye than F. W. Sumner, head of the extensive wholesale and retail hardware business carried on at Moncton under the firm name of Sumner Co.

Mr. Sumner has lived in Moncton all his life and has done a great deal for the city. He is a large property owner and has large lumber and oil interests outside of his hardware business. His father founded the present business over

F. W. SUMNER,
Head of Sumner & Co., Wholesale and Retail Hardwaremen, Moncton, N.B.

half a century ago, and it to-day ranks as the oldest established in this line in the Maritime Provinces.

The store is a handsome red sandstone building of four storeys, fitted up from basement to attic with everything needful and useful in conducting a large hardware business. The stock is one of the most varied and costly to be found anywhere. It includes rare porcelain, fine china and cut glass, silverware, cutlery and sporting goods departments, while a specialty is also made of high-grade plumbing and electrical goods and builders' and mill supplies. The firm also carry one of

F. ROY SUMNER,
Of Sumner & Co., Moncton, N.B.

the largest stocks of British plate glass east of Montreal.

The facilities for showing goods are the latest and the show cases and shelves are the most modern and up-to-date. Modern cash systems and splendid shipping rooms are accessories to a well planned and convenient wholesale house. Travelers are kept constantly on the road and trade extends to all parts of the provinces.

Personally F. W. Sumner inherits the fine qualities of his father and would have made a success in any business. He owns a fleet of vessels which trade extensively between Canada, the West Indies and the United States and owned some fine lumber mills which he recently sold to the Bathurst Lumber Co.

Mr. Sumner has always taken a keen interest in his native city and province, having been honored with the position of member of the local house for four years and was mayor of Moncton for six years, when many reforms of great importance were inaugurated. He is a past president of the Moncton Board of Trade and has always taken an active interest in the Maritime Board of Trade. He is president of the Moncton General Hospital; president of the New Brunswick Petroleum Company, which recently gave an option for developing purposes to the Maritime Oil Co. Personally he is a jovial, hearty man who looks as if his active many-sided life had agreed with him.

His son, Captain F. Leroy Sumner, was married on Aug. 26, to Miss Jeanette Dernier, daughter of Captain Henry W. Dernier of Moncton. Captain Sumner is a favorite in the city and is actively identified with his father's business.

NEW CANADIAN PATENTS.

The following is a list of patents issued by the Canadian Patent Office, relating to Hardware and Metal, and furnished by Fetherstonhaugh & Co., 5 Elgin Street, Ottawa:—

119865 M. C. Lisle, Toronto, Ont; firearms; M. C. Lisle, V. Robinson.

119867 G. L. Patterson, New York City; battery cases for auto and boat use; A. C. Patterson.

119874 R. W. Hubbard, Ashtabula, Ohio; coat and hat hooks.

119873 H. J. Harvey, Seattle, Wash.; drilling machines.

119882 F. E. Sutherland, Los Angeles, Cal.; power hammers.

119885 G. L. Stark, A. W. Baxter, Los Angeles, Cal.; skewers.

119886 N. & A. Siller, Harrowby, Man.; gang plows.

119894 C. R. Cousino, Crescent City, Cal.; brace and gear drills.

119895 R. Couture, Somersworth, N. Hamp.; plane knife guards.

119897 F. R. Cochran, Windsor, N.S.; nut locks.

119898 M. L. Decker, Maxwell, Nebr.; nut locks.

119899 J. M. Denning, Cedar Rapids, Iowa; machines for making wire fence.

119909 G. F. Garrity, Scranton, Pa.; railroad spikes.

119910 J. M. Goodknight, Kansas City, Mo.; double acting clamps.

119923 A. E. Palmer, Owosso, Mich.; stamping machines.

119930 J. F. Stewart, Wilkinsburg, Wilkinsburg, Pa.; key holders.

119932 E. H. Todt, Morrisonville, Ill.; machines for sifting coal ashes.

119937 W. B. Wykoff, Omaha, Nebr.; locks.

119938 S. Drew, Rochester, N.Y.; locks.

HARDWARE PATENTS.

Below will be found a list of patents issued by the Canadian Patent Office relating to hardware and metal, and furnished by Fetherstonhaugh & Co., 5 Elgin Street, Ottawa.

119739—J. C. Hightower, A. Burrell, Alto, New Mexico; sights for firearms.

119740—D. B. Harris, Minturn, Cal.; gun sights.

119741 F. Hendrickson, Sandon, B C.; gun sights.

119742—O. H. Lindberg, Grand Rapids, Mich.; gun sights.

119786—J. Ross, G. Payne, Orillia; wire ladders.

Scoops, 1st and 2nd grades, 50 and 5; A. Helchey, Vancouver; safety door latches.

119799—J. C. Fjarli, Berwick, N. Dakota; gang plows.

119801—J. F. Foster, Buffalo, N.Y.; cooking utensils.

119809—L. S. Harvey, Edwardsburg, Mich.; stove attachments.

119819—A. E. Lewis, Ingersoll, Ont.; temporary gates.

119821—G. H. Powell, Arlington, N.J.; pivoted jaw tools.

119835—H. L. Rued, Butterfield, Minnesota; sliding door fasteners.

Building Up Business in the Island's Biggest Store

How R. T. Holman, Limited, Have Secured High Reputation for Service in Prince Edward Island — Give Best Possible Value for the Money and Treat Customers According to Their Stations in Life—"Follow Up" Methods Used Effectively—Business Men at the Helm.

Staff Correspondence.

Summerside, Aug. 25.—No reference could well be made to Prince Edward Island without mentioning the biggest store, which is owned by R. T. Holman, Ltd., wholesale and retail merchants, at Summerside. It is two years over half a century since this business was founded by the late R. T. Holman. The growth of the Island and this firm began almost together, and they have kept pace ever since. What Whiteley's did for England many years ago, Holman's have done for Prince Edward Island. There is no reasonable want known to man that groceries, hardware, boots and shoes, millinery, coal, wood, lumber, wool, hides, raw furs, farm products, etc., and in almost every imaginable line from the proverbial needle to the anchor.

From the crude beginnings of years ago magnificent premises have been erected, including in addition to a splendid solid brick store, with frontage of about 390 feet, and several large warehouses, all fitted up throughout with everything modern and useful for carrying on the large departmental store.

The incorporation took place in 1906,

Buildings of R. T. Holman, Limited, Proprietors of "Prince Edward Island's Biggest Store."

connot be supplied at Holman's, Ltd. In fact it was the genius for supplying all the wants of the people, and purchasing all farm and fish products that the people had to sell, which developed this business in the first place.

Summerside, now a thriving town of over 3,000 population, was scarcely worthy of the name of hamlet in 1857. It was merely a calling place for sailing ships, and the whole population of the Island was not large. However, this was soon remedied, and as the population increased it was only natural as a sequence that the business of R. T. Holman increased accordingly. It was the old story of necessity being the mother of invention, and the late Mr. Holman not only supplied the needs of the farmers and others, but he accommodated them in many ways, and made friends all over the Island. That life is a cumulative consequence in business, as in any other walk, is evidenced by the business of to-day, which has evolved into the corporation of "R. T. Holman, Ltd," dealing wholesale and retail in dry goods, a few months previous to the death of R. T. Holman, Mrs. Holman being still a member of the firm. The directors include Harry T. Holman, president; J. S. Hinton, vice-president and secretary, upon whom the active management of the business devolves; J. LeRoy Holman, treasurer; Geo. P. Walker and Mrs. Holman are the other directors. A glance at the store itself would be an eye-opener to many of the western people, who have a hearsay notion that people on the Island are "slow."

Timely Window Displays.

The windows of any of Montreal or Toronto's biggest stores are not as a rule more attractive than those of Holman's Ltd. They make a specialty of decorating the departments and windows so that visitors to the town—especially their own customers—are sure to see something they need, which promptly whets the buying appetite. A large staff is constanly employed, including travelers in different parts of the Island, who look after the jobbing side of the business especially, which is growing rapidly from year to year. In fact it is a slogan on the Island, not only in the retail stores but in the homes, that when they think of anything they want they think of Holman's. This has been brought about by two forces, one is the basic principle of the business by the founder, namely, to give the best possible value for the money, and to give your customer terms in keeping with his walk of life. The other has been judicious advertising. Coupled with the use of the daily and weekly papers, this firm has a system of circularizing which is entirely their own. It has "follow up" methods and "reminder elements," which in some respects would give the Sheldon school of salesmanship some pointers. It is only natural that the individual members of the firm would be keenly interested in the welfare of Summerside—in fact, the whole Island.

Business Men at the Head.

Mr. Hinton, the vice-president, was one of the Water Commissioners, who installed the present system in Summerside. It is a credit to the town that it has one of the finest water and sewerage systems in Canada. The water is brought from two artesian wells. A. McGill, chief analyst of the Dominion Government, pronounced these waters "of the highest degree of organic purity." This is mentioned in passing in order to show the enterprise and progress which exist in the town.

Harry T. Holman, the president, is a young man of marked business capacity, and that he has been honored by the position of president is evidence of the confidence which the other members of the firm have in him. Mr. Holman is a wide-awake business man, and is known everywhere. A similar statement might be made of the other directors of the firm who are closely identified with the best interests of Summerside. The company is in every way a credit to the town and to the Island.

Some idea of the premises may be gathered from the accompanying cut, showing the exterior of the immense buildings.

The J. D. McArthur company has been awarded the contract for the G. T. P. branch line from Tofield to Calgary, which is almost parallel with the C. P. R. Edmonton branch. The work has already commenced and it is expected to have a good section of the grade completed this fall. It is also announced that the branch line north of Melville to Yorkton will be completed this fall, and that the branch south of Melville to Belcarres will be ready at the same time. All of these branch lines will tap very rich agricultural districts. Next year several other branch lines will be constructed in accordance with the government contract, and one of these will be the branch into Brandon.

Maritime Union: What its Effect Would be on Trade

Benefits That Should Accrue Were There a Common Parliament — Healthier Political Atmosphere Predicted and no Excessive Legislation—Would Forget Sectional Jealousies — Restoration of Confidence—Prince Edward Island's Relation to the Others—The Question of Terms.

By Reginald V. Harris.

During the last five years, the subject of the union of the three Maritime Provinces of Nova Scotia, New Brunswick and Prince Edward Island, has been so frequently mentioned that it looks as if it had come to stay. Probably the beginning in recent years was the discussion of the matter by the Maritime Board of Trade at Charlottetown on August 20th, 1903, although no action was taken, and the subject was deferred for future consideration.

Probably the next discussion took place at Yarmouth in August, 1905, when the Maritime Board of Trade unanimously passed a resolution to the effect that the time had arrived for the union of the three provinces.

At the meeting of the board at Amherst in the following year the subject was again discussed and the resolution reaffirmed.

The question has been the subject of debate in the debating and literary societies of leading educational institutions of the province on at least two occasions in recent years, and prominent gentlemen from Montreal, Toronto and Ottawa, addressing the Canadian Clubs and educational societies in our principal towns, have repeatedly urged political union as an absolute necessity and their advocacy everywhere has met with general approval.

All these public references have resulted in journalistic comment, and, generally, in editorial commendation.

Probably the last public reference to the union was that of the Hon. J. Douglas Hazen, the Premier of New Brunswick. Speaking in August, 1908, at the ceremonies in connection with the celebration of the one hundred and fiftieth anniversary of the establishment of representative government in Nova Scotia, he said:

"In the march of progress, the Maritime Provinces must not stand still. Nearly a century and a quarter have passed since New Brunswick parted company from Nova Scotia and set up housekeeping for itself. It has advanced as Nova Scotia has, but would not the advance in both provinces be more rapid and the progress greater if, in the councils of the Dominion, the Lower Provinces could speak as one province and with one united voice? With the rapidly increasing population of the western provinces, the representations of Nova Scotia, New Brunswick and Prince Edward Island in the Federal Parliament will be reduced to an extent that we cannot at present estimate and we will not be worthy of those who have gone before us and who have laid broad and deep the foundations of Canada's greatness unless we sink all our political differences and demand with one voice that a limit shall be fixed beyond which there shall be no further decrease in our representation. Would not that demand be more powerful and attract more attention if made by a United Acadia?"—a statement which was received with significant applause.

The Situation Explained.

What is the situation in the Maritime Provinces? Here are the facts: The area is 50,000 square miles—an area which cannot be increased by extension of boundaries as in the case of every other province of Canada, and which is only two-thirds of the present area of Manitoba, the next smallest province in the Dominion.

The resources of the provinces are the shipping, fisheries, lumbering, mining, and agriculture, and all are capable of extensive development. Our mercantile marine of forty and fifty years ago is only a memory.

Turning to the population, the situation may be indicated by stating that it has been estimated, and I believe accurately, that if the population of the Maritime Provinces had increased since 1881 at the same rate as the rest of Canada has increased, we would now have a population in these provinces of about 1,200,000, instead of say 900,000; that is, we have lost 300,000 people or one-quarter of our population. At first this exodus was to the New England States; now it is principally to the Canadian west.

Think what 300,000 people would mean to these provinces; imagine a city the size of Toronto in our midst; or imagine six centres the size of St. John or Halifax; 300,000 is three times the present population of Prince Edward Island. What a market there would be for our farmers right here in these provinces!

Throughout the Maritime Provinces the inroad on our young manhood made by the harvest excursions advertised and carried out on behalf of western Canada, is a reason for meditation. The very flower of our people, attracted by the cheap fares, go west for the harvest and not half of them come back when it is over. Their going is just that much loss to these provinces and the development of these provinces.

Our representation depends on the number of our people; to-day the number of representatives from these provinces in the House of Commons is 35; the number of representatives from the west (British Columbia and Yukon, Alberta, Saskatchewan and Manitoba) is 35; in 1895, the representation was 39 for these provinces and 15 for the west. If in the short space of thirteen years the Maritime Provinces have lost four members, and the west has gained twenty, what may we expect at the end of the next thirteen years, if a united effort is not made?

Value of United Effort.

Now what would keep our population in these provinces? Development of our resources. What would bring back our wandering sons? Development of our resources. What would bring immigration to these provinces? Development of our resources. "In the march of progress, the Maritime Provinces must not stand still." Our resources need development and need it badly—development of our fields, forests and mines; agriculture, manufactures, industries, commerce. A united effort would stimulate development and such an effort cannot be made while separated. I believe that political union would greatly stimulate the development of all the resources of these provinces.

Let us examine the proposal a little further. Our interests, it is unnecessary to say, are identical. We have no diversity of nationality. No marked peculiarities or differences in our institutions and laws. No recognition of particular religious institutions. The laws of all and the institutions of all are English and very similar; our interests

A TIGHT LITTLE ISLAND.

Prince Edward Island is the smallest and most densely populated of all the provinces of Canada. Its area is only 2,184 square miles, while its population, in 1901, amounted to 103,250.

It is supposed to have been sighted by Sebastian Cabot in 1497. Later it was included in the territory of New France, and finally annexed to Great Britain in 1763. In 1873 it was admitted into the Dominion.

The unusual fertility of the soil has rendered agriculture the chief industry. After the field crops, dairy products yield the largest income, and next, the fisheries. Manufactures also are gaining a headway.

The leading city is Charlottetown, the capital. Compulsory education has created a high standard of intelligence on the island.

lie in our maritime commerce, our mines, our manufacturing, our fisheries, and in our agriculture. And it seems to me that these interests are sufficiently identical to justify the taking of some steps towards union. Union would mean better provincial credit in the money markets of the world; it would mean that our public revenues would go farther and do more than at present; it would mean that public works of importance could be undertaken which cannot now be considered; the substitution of one legislature for the three existing legislatures alone would result in an annual saving to the people of these provinces of about $150,000; the Governmental methods and administrative systems and policies throughout the new province would become uniform, particularly with regard to the judiciary, agriculture, immigration, education, railways, taxation, crown lands, mining and other matters. All general legislation would be uniform; excessive legislation would not occur; the policy of the party in power would have better criticism because it would have the criticism of the legislators of three provinces; the legislation would be better legislation; the political atmosphere would be healthier; we should all know the public men of one section of the province in every other section; the Maritime Provinces need the advantage of a larger field. The thoughts of our public men would be larger thoughts. With the union would come the obliteration of local and sectional jealousies and the elimination of petty discords and the weakening of irritating influences.

This is merely a recital or enumeration of several arguments, each of which might be elaborated, but let us turn for a moment to the first argument advanced —that union of the three provinces would result in their further development.

Future Development.

The people of these provinces, it is said, lack "commercial courage." The feeling of unity should assist in restoring "commercial confidence." A united effort would stimulate development and such an effort cannot be made while separated. The Dominion Government almost ignores these provinces, the west gets whatever it asks for; no portion whatever of the immense immigration into Canada finds its resting place within the Maritime Provinces.

A considerable portion of the revenue contributed by the provinces is expended in bonusing and advertising the western end of the Dominion, which constantly drains the Maritime Provinces of many of their best people—thus with the expenditure of their own money, the younger generation on whom the development of these provinces must depend, is induced to follow the immigrants westward.

I believe that political union would greatly stimulate the development of the resources of the province. I believe that thereby their commercial status would be elevated. Being more prosperous as a community, they would attract more settlers, retain their population and hold their own. They would become of more importance in the eyes of the nation; they would not be ignored; their resources would be investigated and developed and that is what they need.

Union, I believe, would bring this about. It certainly could not result in anything else but a united effort towards greater development.

Union would give each province an interest in the resources, development and prosperity of the other two. Prince Edward Island would benefit by its joint interest with the other two provinces, in the mineral wealth of Nova Scotia and the forest wealth of New Brunswick. Similarly the agricultural possibilities and development of Prince Edward Island would be shared by the people of Nova Scotia and New Brunswick to the mutual advantage and bentfit of all. The development of export shipping, or shipbuilding, or fisheries, or other maritime industries by any section of the three provinces would undoubtedly benefit other sections of the provinces. And so, with immigration, manufacturing and other matters. It would be one for all, and all for one.

The External Influence.

Turning from the arguments in favor of union from the standpoint of internal affairs to those from the standpoint of external relations, the chief argument which will occur to the reader is the larger influence which we would exercise in federal affairs as a result of consolidation. Increased power and might would be given to the Maraitime Provinces; their position would be elevated; their influence would be felt because they would be united. They should exert a larger influence upon national life. They would be of more bulk and importance, able to vie with their inland sister provinces. Looking at this from the point of view of a citizen of eastern Canada, this would counterbalance to some extent the preponderant increasing influence of other provinces.

Then there is to be considered the practical result of such a change. I mean the strengthening of the present bond of feeling and interest between eastern Canada and the rest of the provinces. A great and powerful community, self reliant, independent, progressive, established in this part of the Dominion would be a means of strengthening and perpetuating the bonds of national interest. There would be a fuller national life, a widening of national thought, a reciprocity of rights and obligations and a feeling of increased national strength.

The Question of Terms.

An examination of the arguments against the union, advanced by opponents, when examined, will be found to be derived from anxiety over possible terms of union. Where will the capital be? How many representatives will Prince Edward Island have in the new Legislature? How many will Nova Scotia have? How many will New Brnnswick have? What will the sessional indemnity be? And perhaps many other details.

This problem of "terms" can and will be solved. If the discordant interests of the old American colonies could be harmonized into a united nation, if the states of the German Empire, with all their divergent interests and discordant sentiments could be welded into a united power and become so strong as in the opinion of many to be a menace to the ascendancy of Great Britain, if these Canadian provinces from Atlantic to Pacific can be made one united nation, why do you say that the union of the Maritime Provinces is impossible and impracticable?

In conclusion, I ask, why should we remain separated? Is this policy of separation in the best interests of these provinces? There is a vast difference between the separation that is weakness and the union that is strength. These provinces have problems of their own, and they need not look for counsel or assistance in solving them to their inland sister provinces. They must solve them themselves, and they can do that best united. If not union, what? It is time to forget all sectional jealousies and petty discords and get into line; unite and work.

HARDWARE ASSN'S OUTING.

The visit to Montreal this week, of the Ontario Retail Hardware and Stove Dealers' Association, was a hugh success. Over 100 members and friends attended, and right from the starting of the boat, there was no cessation to the general enjoyment.

A very fine program of amusement had been provided by the Montreal manufacturers and jobbers, and there was no letting up in the entertainment, which was not only interesting, but highly educational. The official programme started on Wednesday morning, with a visit to the factory of the Sherwin-Williams Co., followed by a delightful trip round the harbor as guests of the Harbor Commissioners. The Laurentic, the palatial ocean liner, was then visited, and from there the party went on to the Canada Paint Co., and Thos. Davidson Mfg. Co., and finished up with a trip to Dominion Park and a banquet and entertainment as guests of the manufacturers and jobbers.

The following day the official programme comprised a visit to the Brandram-Henderson factory, the Rolling Mills, a visit to the church of St. Louis de France, and the store of Lariviere Incorpored.

On Friday the visitors, as guests of the city, were taken a drive round the mountain, terminated by a reception at the Park Ranger's house.

An extended report of the visit with illustrations will be given in the next issue of Hardware and Metal.

HARDWARE AND METAL

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A GREAT EASTERN PROBLEM.

Maritime Union was one of the vital questions that came before the annual convention of the Maritime Boards of Trade, held on Wednesday and Thursday of last week at Charlottetown, P.E.I., an entire report of which appears elsewhere in this issue.

That the question was ably and intelligently debated is unquestionable, since the delegates to the convention comprised some of the best, broad-minded business men in the provinces bordering on the sea. Maritime Union has been before this body on previous occasions. It is a big problem and one that cannot be settled in a day. While some opposed any steps towards union, others were enthusiastic over the possible advantages that in their opinions would be derived if Nova Scotia, New Brunswick and Prince Edward Island were as one. The majority favored the project and a resolution passed requesting the governments of each province to appoint a delegation to go into the matter with a view to considering terms upon which union could be consummated.

The question, however, is a large one and we may not expect to hear of its disposal for some time to come.

The new president of the Maritime Board is W. B. Snowball, lumberman of Chatham, N.B., where next year the convention will be held.

THE TACTFUL SALESMAN.

The diplomatic salesman will never enter into an agrument with a customer on politics, religion or any other subject. He knows that the safe policy is to steer clear of all controversy in order to avoid any chance of a feeling of animosity arising between them without anything in particular to show for it. This applies to the traveling salesman as well as to the clerk behind the counter.

The mere art of selling goods is simple enough, but the knowledge of moving large quantities, of understanding how to deal with men, to make them feel well disposed, to keep up this feeling and continue their patronage, is as much a science as any taught by scholars or studied by student.

True salesmanship requires a keen and ready insight into human nature. There are no two purchasers alike, and each one has his peculiarities. It is necessary to study these peculiarities. One is jovial and hearty and wants to be treated in this style. Another is quiet and dignified and must be handled with gloves. A third likes to chat and cannot be hurried; then his neighbor may be short and quick in his manner and anxious to get through. Some need a compliment occasionally to lead them into a buying mood, while others would take such an offer as a signal insult. Hence, the salesman must be thoroughly acquainted with all his customers, must know their peculiarties, and treat each in such a way that he will feel well disposed towards the clerk or traveler.

Personal characteristics of a salesman, of course, constitute an important element. Some men possess the knack of making themselves popular, and popularity is one of the essentials in the science of selling goods.

One of the most important aids towards the selling of goods is sincerity. Let the buyer be convinced that he is dealt with in a fair and honest way and he will not hesitate to deal if he is in a buying mood.

The clerk should always be careful to never attempt selling anything he knows the purchaser doesn't need. This is one of the best methods to turn a person away from a store. None is more effective. When you know he has enough of any particular line of goods do not try to sell him more and above all get his confidence in yourself, the store in which you are employed and the goods you sell.

POSTMASTERS AND DEPARTMENTAL CATALOGUES.

The attention of the Post Office Department was recently called to the fact that certain departmental stores, in distributing their catalogues, directed special requests to the postmasters throughout the country to place uncalled for or misdirected catalogues where they would do the most good. For example, the envelope enclosing the catalogue would bear the following tip or something similiar to the postmaster:

> "If this catalogue is not called for within 30 days, the postmaster will confer a favor on us by handing it to someone who is not in the habit of getting our catalogues. They are for general distribution and any assistance rendered us will be greatly appreciated. When the catalogues are so distributed kindly return us the original wrapper. It helps us in checking our letters."

The ground taken by the MacLean trade newspapers in connection with this matter was that it was somewhat unreasonable on the part of the retail mail order stores to ask postmasters to assist them in placing catalogues where they would do the most good, or to thus help them in building up their mail order lists in competition with local merchants. It was also pointed out that such a privilege might pave the way to indiscriminate dumping of mail order literature under meagre, speculative or insufficient address, relying upon the postmaster's good nature and intelligence for proper distribution.

The reply received from the Department to our communication pointed out that, in complying with such a request, a postmaster would be violating the regulations of the Department and that the companies concerned would not only be advised of that fact, but called upon to discontinue using wrappers upon which the request has been printed.

Notices have been sent out to postmasters not to comply with the request, as to allow it would lead to gross abuses in connection with the delivery of mail matter. The instructions sent out to postmasters require them to treat such requests in the regular manner presented by regulations.

DELIVER GOODS PROMPTLY.

Prompt delivery and the keeping up of a dealer's stock on a moderate representation of each part of it count for a great deal, of course, in the number of times in which he turns his capital in the course of a year. Any manufacturer or jobber naturally sells as large bills of goods as he reasonably can, but for continuous business and re-ordering, a large and complete wholesale stock and quick filling of orders cannot but make for a steady and increasing volume of business. The question of the frequency of the turning of the stock is one of the most vital of the dealer's problems, and involves all phases of the administration of his business. Too much attention cannot be given to it.

The "Nelson B" Steel Range

WITH 18-INCH OVEN

made exactly like illustration with Copper Tank, Nickel Edge, regular finish, Canada B High Closet, to retail at $35 00.

The "Nelson B" has all the good traits which have made Moffat's National Stoves famous, the weight is placed where it should be, on the Top, Covers and Firepot. You will notice that even the Rivets are just a little closer than any other make. The Nelson is guaranteed to bake with 25% less fuel than the heavy cast iron stoves. Plain finish ; no dead nickel work or deep carving to catch dust.

MADE ONLY BY

The Moffat Stove Co., Limited

Weston, Ont. **Winnipeg** **Calgary**

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 90.

MARKETS IN BRIEF.

Montreal.

Tin—Advance 1c.
Turpentine—5c advance.
Linseed Oil—½c advance.

Toronto.

Turpentine—Advanced 5c.
Linseed Oil—½c advance.
Pig Iron—Up nearly $1 a ton.

MONTREAL.

Aug. 27.—There has been a good healthy tone to the markets this week and buying has been very general. Tin, copper, and spelter have been most prominent in demand, while there has been a strong call for galvanized sheets. It cannot be said that users are stocking up to any great extent, except in the case of pig iron and sheets, where contracts have been placed well ahead to provide for the fall and winter. Users are, however, showing greater interest in the markets judging from the inquiries coming in. There is a reluctance to buy too heavily as complete confidence in the markets is still lacking, and users fear that prices may at any moment go back on them. If it were more certain that the lowest point had for a certainty been reached, buying would be more heavy. Jobbers express themselves satisfied with the trend of affairs, and first hands are also doing a lot of business. Altogether there is a good tone to the markets.

The situation in the States in undoubtedly helping matters here. The iron and steel markets across the border are showing steady strength, and not only does this improve local pig iron and steel but it has a sympathetic effect upon the other metals.

Owing to a sharp advance in the English market, tin has been marked up 1c. The English market has been bullish all the week helped by free purchasing by dealers and a better consuming demand, not only on home account but for American needs. Tin plate mills in the States are in good trim, and idle mills are being rapidly opened up. Copper weakened during the week, but strengthened again, but the fluctuation has not been strong enough to affect prices. Spelter is firm, but lead is weak in tone.

PIG IRON—There is a good tone to pig iron, due not only to the strong situation in the States, but to a steady home consumption at well maintained figures. Canadian furnaces are well booked up. Orders are being steadily placed for imported pig, and heavy consignments will extend up to the end of the season. We quote: Imported pig, Clarence, $16.75 to $17; Middlesboro, No. 3, $16.50 to $16.75; Summerlee, No. 1, $19.75; No. 2, $18.75 to $19.25.

There is a much brighter tone to the markets in the Old Country. Cleveland warrants are advancing, and are now quoted at 50 shillings and fourpence. Home requirements are on the increase, while the export demand is improving. Inquiries from foreign sources show better strength. Signs of hardening in price is shown in finished steel. The demand for shipbuilding material has improved, and more satisfactory specications are being received. Pig iron in the States is still showing most marked improvement. Prices are firmer, while orders for crude and finished steel are on the increase, and prices hardening. Deliveries in many instances are getting more and more behindhand.

TIN—With the sudden jump in the English market after a week of bullish manipulation, jobbing prices advanced 1c, and we now quote tin at 33½c. There has been good trade all the week, and the sudden jump in prices brought in many inquiries. Users of the metal are not anxious to be squeezed. The jump of 30 shillings at the commencement of the week in the English market was not unexpected after the bullish feeling of the week before. That there is plenty of confidence in the market is shown by heavy purchases by consumers extending until the close of the year. A strong demand is noticed in New York, where the tin plate mills are taking much metal, and the jobbing trade has also improved. For the time being tin is in a very firm position.

COPPER—Copper is firmer in tone this week, although the jobbing price of 14¼ still obtains. Some very satisfactory orders have come in, and inquiries are good. The primary markets have been fluctuating but altogether the trend has been of an upward tendency. The English market has shown more strength, and this has had a sympathetic effect upon New York. Buying has been on the whole very good, and it is believed that the more satisfactory consumption figures for July will be repeated in August. As exports show a falling off, it is hoped that the figures will show a better home demand. Producers are not restricting their output in any way.

SPELTER—Spelter is unchanged at 5.75. Business is very good, and there is a strong tone to the market. English quotations remain steady at £22, while St. Louis has been very bullish with plenty of metal being disposed of.

LEAD—Lead remains the weakest of all the metals, but quotations are still at $3.50, with Trail at $3.40. The demand im moderate. The English market does not show any improvement, and remains weak and uncertain with consumption poor and stocks increasing.

TORONTO.

August 27.—Continued good trading has been done this week. In fact, there is an increase in volume of metals moving. All indications point to better business with manufacturers, who have got past the buying from hand-to-mouth stage. Iron and steel are particularly active. The former has advanced in price locally on almost all grades, domestic and imported, about $1 a ton, and buyers are not "haggling" over the cost, but in some cases ordering without making "dickers" beforehand. Steel is active all over the continent and optimism being contagious has spread to Europe. Orders are increasing in number from week to week, and these have a tendency to stiffen prices.

The railroads are buying rails and rolling stock pretty extensively in Canada and the United States. A pleasing feature is the fact that the three big Canadian roads are buying rather freely in Canada. The Canadian Northern this year has placed practically every order for new cars and locomotives with Canadian makers. Even in scrap metals there is good business. Since the tariff bars were let down dealers in Canada have been getting orders at better prices than for a long time past.

PIG IRON—The market continues firm with an advancing tendency. As it is, all the grades have increased in price. No. 1 Canadian foundry is about $20; No. 3 Middlesboro' is $20.25, and Cleveland $20.75. These prices give an idea of the ruling quotations, which, generally speaking, are about $1 higher than a week ago. Production is increasing, and just now all the Canadian furnaces are running pretty near capacity. Consumption, too, is rising rapidly, and buyers are numerous. Stocks are fairly large at the mills, but inquiry has been so frequent that it does not look as if they will be heavy in two months' time.

COPPER—The future of copper appears to be keeping the price up just now. Actual business is not great. There is, it is true, more trading in copper than was the case six months ago, but the primary markets report a certain dullness in movements. The electrification of railroads will take up huge quantities should the movement talked about ever take place. Every foot of track equipped for electrical traction or railroad trains will require five pounds of copper. That means 13 tons of copper per mile. This is but one use to which copper may be put in future. As it is, the difference between production and consumption is decreasing almost daily. The local quotations run from 14c to 14½c.

LEAD—This metal is also a quiet one. Quotations, however, remain at $3.50 and $3,60 for domestic, and imported pig lead.

SPELTER—The market has plenty of buyers, but the prices are slightly easier, owing to said buyers looking for bargains. The quotation was $5.75, but $5.70 would be nearer the quotation for small lots now. Large quantities have been offered much below that figure, one rumor stating $5.15 as being a possible sale price.

SHEETS AND PLATES—Business in plates is good for this season of the year, jobbers generally being pleased with the condition of the market and

satisfied with the trading being done. Prices are firm.

TIN—The local quotation is still 32½c although there is a stiffness to the market, due to advances in the east. Trading is steady, and there is an absence of excitement.

OLD MATERIALS—In the two lines of old iron and steel business is very good, more particularly in wrought iron, fillings and borings, and old rails. One local firm made a sale of 1,000 tons of scrap in the United States as a result of the lower duty. This lowering of duty has greatly increased the selling field of the dealers, and at the same time helped them obtain a better price for all old iron and steel lines. The advanced prices of last week hold, with the exception of No. 1 machinery cast scrap, which has gone up another dollar. Dealers are paying for old lines as follows: Heavy copper wire. 11¼c; light copper bottoms, 10½c; heavy red brass, 10¼c; heavy yellow brass, 8¾c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3½c; No. 1 wrought iron, $11; machinery cast scrap, No. 1, $16; stove plate, $13; malleable and steel, $8; old rubbers, 9c.

HARDWARE MARKETS

MONTREAL.

Aug. 27.—Indications are apparent that a good fall booking movement is maturing, and prospects look decidedly cheerful. Some very good orders have come in during the week for cross-cut saws, axes, lanterns, sleigh bells and weather strip. Increasing bustle is noticed in the shipping departments. With the holiday season nearing its end, the various staffs are back at full strength, and this is also the case with the travelling force. Business is therefore going with a greater swing. Reports from the various districts speak well of the future. Farmers are not buying much just at present as they are too busy in the fields, but there is plenty of evidence as to the large amount of money that will circulate among the farmers to satisfy dealers that there should be bumper trade during the fall.

The markets are firm and unchanged. General lines such as builders' hardware, bolts and nuts, and household utensils are in steady demand. Sporting goods are also going well. Altogether the tone of the trade is good, and there is a most optimistic feeling prevailing.

BUILDERS' HARDWARE—Builders' hardware continues to move in good bulk. Jobbers anticipate a heavy call when the fall building has fairly started. With the fact that some lines are hard to get from the manufacturer dealers should be early with their orders. The market is firm and unchanged.

FALL LINES—No fresh lines are moving, so far as booking is concerned, but there is a decided better movement in the goods that have already been called for such as sleigh bells, lanterns, burners, cow ties, halters, cross cut saws, axes, and weather strip. Many of these lines are already going out for immediate shipment. Dealers although not ordering so heavily as they might, seem anxious to get their stock in order as soon as possible. House cleaning utensils are also showing better strength, and carpet sweepers, washing machines, mops, pails, and polishes are prominent.

MINERS' SUPPLIES—There is a steady demand still in evidence, and some good orders have been shipped to Cobalt and other districts. The market is firm and unchanged. We quote: Miners' picks, 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS—The market is very firm in price, and indications point to an advance. The demand is good, and there is much activity displayed generally. We continue to quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less 60, 10 and 10; coach screws, 75; stove bolts 80 and 7½c.

SCREWS—As in bolts and nuts there is a good active demand. We continue to quote: 85 and 10 off for flat and round head, bright; 75 and 10 off for flat head brass, and 70 and 10 for round head, brass.

SPORTING GOODS—There is an especially strong movement developing in guns and ammunition, and good orders are coming in from all parts of the country. Skates, hockey sticks and pucks are also in good demand for immediate shipment. Camp outfits and enamelware are also moving well at unchanged prices.

SHOVELS—There is a good movement in shovels, and the trade seems more satisfied with the way things are shaping. We quote: First and 2nd grades of spades 60 and 2½, 3rd and 4th, 50 and 2½. Scoops, 1st and 2nd grades, 50 and 5, 3rd and 4th, 45 and 5.

WIRE—The market is still unchanged under a quiet demand. We quote: Barb wire, car lots and mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots f.o.b., Montreal. Coiled spring fencing, $2.30; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.25 base. Other lines $2.30 f.o.b., Montreal.

TORONTO.

August 27.—Trading is again nearly to the full. There has been a decided improvement during the week. Travelers are again on their routes and the closing of the holiday season has induced the placing of a number of orders. Booking for fall and winter has commenced; small as yet, still there is a beginning. A number of outside hardwaremen intend visiting the city next week or the week after, during the exhibition, to look over stocks before placing their orders. Much business is anticipated in consequence.

Prices in all hardware lines are firm, though no advances have taken place. No large transactions have occurred to feature, the goods going out being general shelf goods, builders' hardware and staple early fall lines. There is a good inquiry in the market, however, and jobbers speak with confidence and optimism of the future. The expansion in iron and steel has caused a heavier demand for hardware and tools of various descriptions used in manufacturing. Wire nails and screws are in good demand and structural steel is splendid.

BUILDERS' HARDWARE — City business is again pressing, and jobbers and hardwaremen report trade as being exceptionally weak. The better grade of goods is called for, too, which is a sign of betterment in trade conditions. Business is now running much in excess of a year ago. The West is buying again largely in anticipation of finishing-up building after the crop is harvested and before the snow flies. All lines of builders' hardware are in demand.

FALL LINES—Late harvest tools and implements to be used in clearing up about the farm are yet going out. Booking for winter goods—sleigh bells, lanterns, axes, saws, etc.,—has commenced. As yet the orders are not great, though some specials went off even earlier in the season. In a few days, however, late goods are expected to go out more freely, judging by the inquiries received. Wire fencing is active again, as indeed are all wire products.

HOUSEHOLD GOODS—Housecleaning articles are more in demand this week. Preserving kettles and bottles are not so active. Wringers, washing machines, mops and woodenware are going out more freely, though brooms have let up, probably due to the prospects of the broom-corn crop for this year. Tin-ware in single articles are fair in demand, but good sales of enamelware in sets and groups have been made. Stovepipes, too, are going well, as are also some garbage cans.

HEAVY GOODS—Nails and screws have improved since last week and good sales are reported, especially of wire nails. Structural steel is still a good seller and particularly just now when building is brisk. Bolts and nuts are seasonable articles and so is pipe. Bars and rods are fair. Some splendid sales of heavy tools used by miners and in construction work have been made by northern Ontario hardwaremen and blacksmiths' supplies in a couple of the older country sections of the Province.

SPORTING GOODS—Guns and ammunition are coming into their own. Sales are not frequent just yet, but inquiry is splendid, and from reports hard-

waremen are anticipating the season in half a dozen towns that could be mentioned by making striking window displays. Outdoor games call for a steady demand of articles wanted, and just a couple of orders for skates have brought on the thought of winter. Skates and hockey outfits, as a rule, though, were booked some time ago. This passing season has been a good one for the sale of outdoor bowling outfits.

U. S. IRON TRADE.

Cleveland, Ohio, Aug. 26.—The Iron Trade Review says: "Anticipation of a sustained improvement in industrial and general business conditions is reflected in the increasing efforts of buyers to get under cover for their extended future requirements of iron and steel materials. The inquiry by consumers for various products for delivery over the first half of the year is growing weekly, and where makers are willing to commit themselves on prices, the buying movement has started off very favorably. The great majority of sellers, however, are not inclined at this time to contract ahead against their outputs, desiring to wait until future conditions are more clearly fortshadowed.

"The only market for next year that has been definitely opened has been that of rails, in which the prices of $28 on Bessemer and $30 on open-hearth rails, have been affirmed. The desire of western roads to enter their reservations for 1910 has been largely instrumental in bringing makers to this step. In tin plate, though the inquiry is strong, no actual or official move has been taken toward fixing next year's prices and none will likely be taken for a number of weeks. The interest among consumers in pig iron and coke is becoming more insistent and considerable selling has been done, principally in iron, although these markets are not yet fairly established. Coke prices, especially, are still under contemplation, as first half transactions have been largely subject to sliding scale or special arrangements. The reluctance of the makers of bars, shapes and plates to enter contracts running more than a few months ahead, is discouraging any attempts to buyers to make any speculative purchases beyond the end of the present year.

"The general market situation continues one of heavy ordering, fuller mill and furnace operations, and a gradual extension of deliveries in the more active lines. The freight car supply is concerning iron and steel makers more seriously, and the belief is being entertained that a shortage of equipment will likely have to be met in the fall or winter months."

The building committee of the Board of Governors of the School of Mines, Kingston, decided to accept the plans prepared by Power & Sons, architects for the new metallurgy and chemistry buildings to be erected on upper campus.

HARDWARE TRADE GOSSIP

Ontario.

The Dominion Tack & Nail Co., Galt, have received their charter.

J. Wright & Co.'s hardware store at Glencoe, was burned last week.

The Metal Shingle & Siding Co., Preston, have the galvanized iron work and metal ceiling contract at the new Preston Carnegie library.

Andrew Rougvie has retired from Rougvie Bros., hardware merchants, Sarnia. The business will be carried on by N. D. Rougvie.

Vance & Smith, hardware merchants, Alvinston, have dissolved partnership. Mr. Smith has decided to seek his fortune in the west. Mr. Vance will continue the business.

David Courville, furniture and hardware dealer, Hawkesbury, has purchased Mr. Leslie's business in Alexandria, and purposes removing to that town about the middle of September.

Quebec.

Provost & Baigne, hardwaremen, of Montreal, have assigned.

Western Canada.

The William Buck Stove Co., Brantford, are preparing to open up a large storehouse in the west. They will probably locate at Saskatoon.

The shops now occupied by Foster & Bownas' hardware business, at Victoria, will have to be empty by the end of this month, when the work of pulling down will commence at once and the new building for the Royal Bank of Canada be erected.

Maritime Provinces.

John Scribner, who has been with the Frost & Wood Company for a number of years, has resigned his position and will take up his residence in Sussex. Mr. Scribner is manager of the Acme Steel Ladder Co. The company has patented the ladder in the United States.

Arthur Skinner, a well known young man, of Guelph, and a popular commercial traveler, formerly with the Bond Hardware Co., lies at the Sydney, C.B., general hospital with a crushed jaw and badly lacerated face and his shoulder broken, as well as bruises and cuts all over his body, the result of a runaway accident on the farm of Thomas Bedford, just outside that city.

A CORRECTION.

Wallaceburg, Aug. 21, 1909.

The Editor, Hardware and Metal:

Dear Sir,—

In a recent issue of your paper appears an article on our collection department. To save any Greeks' feelings would you be kind enough to correct the statement in regard to my nationality? I am a British subject, born in Melbourne, Victoria (Australia), of English parentage, and further have never been in the fruit business. The marked foreign accent mentioned by your correspondent is due to my long years of intercourse with Frenchmen and Germans, whose languages I fully command.

There is also a misconception of our division scheme in your article, which I should like to see corrected. We do not divide $1 payments unless specially requested, but payments above that amount, and if reaching into several dollars are shared amongst as many of the creditors as possible as long as the even dollar payment can be maintained.

Thanking you in anticipation,

Yours truly,

E. ASKUNAS.

CRUDE RUBBER PRICES DROP.

According to advices received this week from New York, crude rubber has dropped 18c in price from its high level. The record quotation a week ago was $1.96 per pound for fine Para rubber, Within the week it has declined to $1.78, with scarcely any business. This year the crude rubber trade enjoyed the biggest boom in its history, until the weakness which developed within the past few days.

Certain trade authorities state that the market is at present in the throes of depression and a further sharp break in prices is looked for in some quarters. It is pointed out that manufacturers filled up their stocks of raw material pretty well on the late unprecedented advance and are now out of the market as buyers, Because of this the market has drifted into a state of pronounced inertia. Supplies of the new crop are now arriving, and these will increase as time goes by. These supplies coming in more freely will make the available stocks assume large proportions. It is this state of affairs that has paved the way for a readjustment in prices to meet the new conditions. The crude rubber market year begins on July 1.

OPENING FOR CANADIAN HARDWARE.

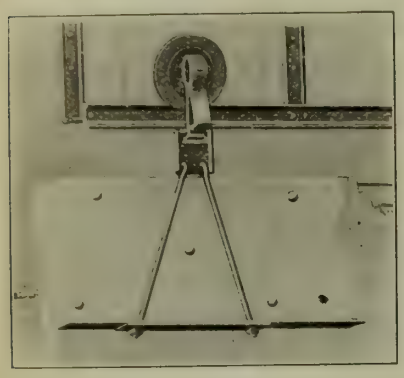
J. E. Ray, Canadian Trade Commissioner at St. John's Nfld., says there is an opening for Canadian hardware articles in the colony.

"The total imports of hardware by this colony," he says in his report, "are over $300,000 annually; but in endeavoring to specify the annual imports of specific articles an insuperable difficulty arises, as collectively appears to be the principle upon which the customs returns of Newfoundland are based." The possibilities existing for the extension of Canadian hardware exports is shown by comparing with 1904-5 the imports of these articles from Canada during 1907-8. A decline of $2,000 is noted; whilst the imports from the United Kingdom exhibit a decline of $20,000, the United States remaining practically stationary.

Novelties and New Goods

Wonder Barn Door Hanger.

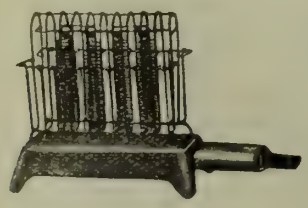
S. B. Martin, of Dalton, Ohio, is the inventor and patentee of the Wonder Barn Door Hanger and Channel Steel Track, which are improvements over the old style of roller doors. A galvanized battin 8 inches wide covers the entire top of the door making it impossible for moisture to settle between battin and door, thus preventing rotting, warping



and checking, and thereby adding years of life to barn doors. This steel battin is the foundation of the door on which are connected the rods, suspended from hanger and provided with threads and burrs for vertically adjusting the doors. The device is so ingeniously contrived that it allows the door to swing into the door jamb, closing it up the same as a hinge door.

BREAKFAST TABLE TOASTER.

A decided novelty is the Radiant Toaster of the Canadian General Electric Company, Toronto. This appliance may be set on the table, at the bedside, or in the study. The entire process of toasting is visible, and by the electric method the toast has no taste of gas or smoke. The toaster has a solid poree-



Electric Toaster.

lain base with nickel wire grid and mica spiral coil, which prevents collopse and ensures a continuous current. Every part of the toaster is sanitary. It is four inches wide, seven inches high and seven inches long. The grid holds two slices of bread. Rubber feet prevent injury to the table top, and the toaster may be used wherever electricity is available.

ELECTRIC FLATIRONS.

The rapid introduction of electric ironing into the households of America—Canada and the United States—is little short of wonderful. The Canadian General Electric Co., Toronto, is authority for the statement that over 300,000 electric irons have during the past four years been sold on trial. That company's iron is named "Calorite," and weighs about six pounds. Its advantage is that it always has a hot edge and gives a uniform heat distribution. Ironing by electricity has claims that by its use the heat and vitiated air of the laundry is banished; that the time saved is one-half that of the old way; and that ironing may be done in any part of the house, the iron being always ready. The cost of operation, too, is said to be less than by other methods. The "Calorite" is named after a newly-patented alloy, from which it is made, which is said to be 73 times as effective as copper. The handle of the iron is made of seasoned maple.

ONE HARDWAREMAN'S METHOD.

A breaking away from the conventional idea in window display and the trying-out of a new scheme for inducing trade was furnished a few days ago by A. W. Humphries, the pushing Parkhill hardware merchant.

In walking through the little garden patch behind his residence Mr. Humphries' son drew his attention to the great height of a particular cornstalk, remarking at the same time that he "might put it in the store window and start a competition as to whether some person in the neighborhood had a bigger one." To suggest was sufficient for action on Mr. Humphries' part.

The next Monday morning he had one of the store windows cleared of goods and in the centre was placed the 10-foot cornstalk, bearing a placard that "the person bringing in the tallest cornstalk during the week would receive a prize" of some hardware article. The competition was the cause of much talk in Parkhill, and a great many competitors entered the lists, a number of them bringing in stalks running to a greater height than the original. As the entries were received they were labeled and placed in the window, so that when Saturday night rolled round the window was full of cornstalks and the store was crowded with customers and competitors. The prize went to a young farmer living in the neighborhood, whose stalk measured 13 feet 3 inches. Nearly every person who entered the store that evening made a purchase, and Mr. Humphries speaks well of the success of his competition and the results to his business therefrom.

LETTER FROM MR. SPINNEY.

In a letter to C. D. Cliffe, the Maritime Provinces representative of Hardware and Metal, E. K. Spinney, wholesale hardware merchant, Yarmouth, N.S., expressing his regrets at his inability to attend the Maritime Boards of Trade convention at Charlottetown, owing to important business engagements. Mr. Spinney says:

> "I wish to show my high appreciation of your hardware newspaper and I am perfectly willing to lend in the direction of reasonable support. I will therefore permit you to engage a half page space in your Maritime issue of Hardware and Metal.
>
> "Business, I am pleased to say, has not been too depressed, although the volume does not reach that of previous years, owing chiefly to the heavy depreciation in values. I look for a hardening tendency in the value of all metal goods and doubtless a return to general prosperity will be reached in the near future.
>
> "It is pleasing to note that the volume of business throughout Canada is increasing so much over that of twelve months ago. This is the natural outcome of the excellent crops and the prices obtained during the past few months."

TOOK IT OUT IN TRADE.

"Won't you step up an' jine in a glass o' ginger pop, Si?" said Bill Granger, generously, to old Si Hayseed at the crossroads' store. "I just sold a six-weeks' old calf fer $9, an' I don't mind being a little reckless. What you say to a ginger pop?"

"Much obleeged, I'm sure, Bill," said Si, "but the fact is, ginger pop ruther goes to my head, an' I better let it alone."

"That so? Well, what do you say to a glass of sody? Like to have you jine me in something."

"Well, Bill, sody sort o' stings my throat an' makes me sneeze. But if you're bound to stand treat you might git ginger pop fer the other boys an', if it's all the same to you, I'll take fi' cents' wuth o' tenpenny nails. I come in to get a few fer a fence I got to fix, an' if you'd as soon I took the nails as a drink, I'm agreeable."

"All right, all right, Si. Anything to keep the baby quiet, as the sayin' is. Here, Mr. Storekeeper, you do Si up fi' cents' wuth o' nails an' take it out of this quarter!"

Don't neglect an opportunity to make a friend of a customer. Confidence begets patronage.

The clerk who accomplishes most is the one who makes least fuss about it.

Don't be afraid to thank a customer who recommends your goods to some one else.

Trade Gossip from Canada's Eastern Provinces

Improvement in Hardware Trade at Halifax—Import Business Heavy—Canadian Business of Outside Firms Increasing.

HALIFAX.

August 22.—There is a slight improvement since last report in the hardware trade, but in most lines business is rather quiet. Collections are fairly satisfactory and the jobbers are looking ahead for improved conditions. All the dealers have their stocks in good shape, and everything is in readiness for the autumn trade. Though prices are steady for most lines at present, the market has a tendency to advance. There is some demand for nails, which are quoted at $2.05 and $2.35 for wire. There is not much doing in cordage at present, but cement continues active. It is quoted at $2.05 to $2.20. Some of the lumbermen have already placed small orders for axes, but as yet there is not any great demand. It is too early to predict anything regarding the prospects for lumbering during the coming season, but the jobbers are looking forward to a good demand for supplies for this industry.

The import business at Halifax this season is very heavy, all the Atlantic liners coming to port bringing large cargoes. Business in this respect is brisker than it has been for the past two years. Each of the steamers are landing cargoes of from twelve to fifteen hundred tons. The Allan liner Mongolian, which arrived here to-day, is landing eighteen hundred tons, included in which is two hundred tons of boiler plates, three hundred tons of pig iron, and sixty thousand fire brick.

A. M. Bell, of A. M. Bell & Co., was one of the delegates from Halifax to the annual meeting of the Maritime Board of Trade at Charlotetown and took a prominent part in all the discussions.

S. R. Crawford, formerly of Halifax, but now of Chicago, is on a visit to his relatives in this city, after an absence of fifteen years. He is attached to the staff of the Orrand, Lockett Hardware Co., of Chicago, one of the largest firms in this line of business in that city.

J. H.

MONTREAL.

August 26.—F. W. Bailey, who has traveled extensively in the States for the Magnolia Metal Co., of New York, has been appointed manager of the Magnolia Co. of Canada, Montreal.

Sandbach, Tinne & Co., Liverpool, and Sandbach, Parker & Co., Demerara, have opened an agency in Montreal, under the name of the West India Co., for their own and other West Indian firms, buying and superintending the despatch of their various requirements. Sandbach, Tinne & Co deal extensively in hardware and machinery. J. S. E. Brookfield is manager of the agency.

J.A.A.

Interesting Trade Items Gathered in Ontario

Business Improving at Ottawa—Striking Window Displays by Peterboro Hardwaremen—Garbage Collection System at Kingston Makes Brisk Sale of Garbage Cans—Tool Works at Galt Re-opening—Stoves and Furnaces Good Fall Sellers at Guelph —Night Shopping a Live Question at Chatham.

KINGSTON.

Aug. 23.—Kingston will have a fine residence built entirely by prison labor, and in which nothing but prison material will be used. It will be for Deputy Warden O'Leary, and will be erected on penitentiary property. It will be of stone foundation, 38 by 40 feet.

Kingston has just introduced a garbage collection system, and hardware merchants are boosting along the sale of large cans, used for the collection of garbage. The cans are left in the yards, and into them all the garbage is dumped, and then the garbage man collects it when on his rounds with his wagon. There is a brisk sale of the cans.

A popular young hardware clerk has just left for the west, in the person of Frank Strachan, son of Archibald Strachan; Kingston's veteran hardware merchant, who was recently appointed collector of customs, at this port. "Frank" was behind the counter, in his father's store, for several years, and was held in high esteem by a large circle of friends.. He will enter a large wholesale hardware house, in Winnipeg. He was popular with the young men of the city, and took an active interest in sports.. On the eve of his departure, his friends tendered him a farewell banquet, at the Hotel Congress.

E. G. B.

OTTAWA.

Aug. 24.—Business is picking up now with the return of the holiday seekers. The various hardware stores are clearing off remainders of summer goods, and fall orders are being received.

Turpentine here rose to 75 cents a gallon by the barrel on account of the rise in the States.

Linseed oil also advanced half a cent. The other paints and ingredients remained steady and in good demand.

G. E. M. H.

PETERBORO.

Aug. 24.—Stanley Coon has commenced preparations on a five cent theatre.

The first sod was turned on Saturday for two stores on George Street, erected by Taylor Bros., of Toronto. They are in the centre of the city, and will be three stories high. They are only two of a block, which Taylor Bros. purpose erecting next year, and when finished, will fill up a gap, which has long been considered a good location for business stores. Rutherford Bros. have the control for the two which are now under construction.

Boring for oil and gas in the vicinity of Peterboro has been commenced by two firms. Land has been leased by the Canadian-American Oil and Gas Co., which has its headquarters in Pennsylvania and which will begin boring in a short time. A company of which C. E. Dettman, of Waynesburg, Pa., is interested, have been at work for several weeks in another section of the country, and have found indications which are generally met with in oil countries. The latter people have a franchise of the streets to be used in the event of natural gas being struck.

The Best Hardware Co., have been featuring in their window displays lately, searchlights manufactured by the Hiram L. Piper Co., of Montreal. They are useful for automobiles and particularly for launches.

One of the windows of the Peterboro Hardware Co. has contained a display of washing machines of the newest invention. Other household articles are also shown.

As catchy a window as has been seen along the main streets in some time, is that which was shown to the public by the Kingan Hardware Co., this week. It is a camping scene advertising Dominion cartridges. The idea of a green bank is well carried out, and a tent is thrown up on it. A canoe dipping into a pond of water rests almost entirely on the bank. Ducks are floating in the water, in which bull rushes are growing. Other details, small, but significant are used to complete the effect, which is well brought out. Guns and ammunition are carelessly lying about, and the whole suggests the opening of the duck-shooting season. Harry Hanwell performed the work, which is very creditable.

H. T.

TORONTO.

Aug. 26.—A team of heavy draught horses belonging to James Ryan, contractor, and drawing a gravel wagon, ran away on Tuesday, and crashed into Stewart & Wood's wholesale paint premises on York St., demolishing two sheets of plate glass and kicking about a quantity of white lead on display in

the window. About $100 damage was done. One of theh orses was badly cut.

Geo. T. Pepall, of Samuel, Benjamin & Co., is in Muskoka spending his summer vacation.

E. T. Dean, of Stewart & Wood, is back from a two-months' trip through England, Scotland, Belgium and France.

J. S. Allen, of the Hoyt Metal Co., has returned from his first trip to the coast.

CHATHAM.

Aug. 24.—Though business has been a little quiet of late, the outlook is considered good. Crop reports from the country are rather conflicting, but on the whole wheat is a good crop, while oats and barley are light throughout the country. Fruit is not up to the average, and beans, potatoes and sugar beets, all important crops here, have suffered for lack of rain. Still, good average crops are looked for in all lines, while high prices will probably help out.

J. C. Wanless has a very effective window display this week. The window is closed in behind with a wooden partition about half its height, neatly varnished; and the display represents a completely equipped bath room, including bath, closet, sink, wash bowl, water tank, water meter, and all other requisites. Everything is finished up in workmanlike shape, and the whole display represents an excellent bit of plumber's work.

"I tried closing up at nights last week," remarked a hardwareman this afternoon, "and I simply couldn't do it. People kept crowding in and kept me here till after 10 o'clock, and kept me busy, too." One of the bad effects of keeping open at nights is to encourage the general public in late shopping.

The evil of late shopping and consequent late deliveries has been felt by Tilbury grocers, who have agreed to ask customers to leave all orders intended for delivery the same night, before 9.30 in the evening. Late Saturday night deliveries have been a marked nuisance there, rigs often being on the streets at 1.30 Sunday morning.

In Chatham, night business, except on Saturdays, is an innovation, as far as hardwaremen are concerned, it having been customary, up to this summer, to close all hardware stores at 6 o'clock on week days. The rule was relaxed for the convenience of country people during the harvesting season. The signing of a new agreement this fall is urged by at least a couple of the hardwaremen, the old agreement being of some five years' standing.

Mr. Hancock, formerly in the hardware business at Wallaceburg, and now travelling for a seed firm, called on friends in this vicinity last week.

Walker Law and T. E. L. Talbot, the two storekeepers at Rutherford, announce that on and after Sept. 1, they will discontinue the giving of premiums and issuing of cash coupons, adding, "We feel by doing so we can give our customers a better service and the same quality of goods at a lower price."

Walter McKay, traveler for F. W. Bird & Son, Hamilton, while spending his vacation in Leamington, put on an artistic display of Paroid Roofing in the window of Greenhill & Moffatt's hardware store. The display attracted quite a bit of attention, and Greenhill & Moffat report that sales have been considerable. Mr. McKay can't get away from business, even on his holidays.

E. S. Hubbell & Sons, hardwaremen, of Thamesville, have the contract for the plumbing and heating work in the new Merchants' Bank, at that place, and are making good progress with the work.

Work on the rebuilding of the Sydenham glass factory at Wallaceburg, is progressing rapidly. It is expected that the flint house will start operations on Sept. 1, the green house on Sept. 15, and the new factory, with the blowing machines, in October. The new plant has a largely increased capacity over its predecessor, destroyed by fire last spring.

C. S. Cornelius and A. S. Lamond, of the Canadian Wolverine Co., of this city, have returned from attending the annual reunion of the salesmen of the Wolverine Brass Works, of Grand Rapids, of which the local concern is the Canadian branch. Two days were spent in discussing plans for the next season's selling campaign, after which came a day's outing, as the guests of President L. A. Cornelius and Secretary H. C. Cornelius at the Cornelius cottage, on the shores of Whitefish Lake. Field and aquatic sports, two indoor baseball games, and trap and rifle shooting were leading features of the afternoon's programme, capped by a sumptuous picnic dinner.

GALT.

August 24.—The industrial situation in Galt is particularly bright at present. The most important announcement of recent years was that handed out last week when it was definitely stated that after being closed down for nearly two years the Edge Tool Works would again be re-opened. Your correspondent visited the factory and was given a brief interview. The new manager of the firm is Allan Hills, a Britisher of wide experience in this line. In addition to having considerable finances himself, it is understod that Mr. Hills has unlimited British capital behind him. A gang of men is now at work preparing the factory for re-opening and it will shortly be running full blast. In the neighborhood of one hundred hands will be employed and the factory will turn out immense quantities of edge tools, hammers and other articles.

The Galt Art Metal Company has recently secured two large contracts. One of these is for all the metal work on the immense Bellamy apple warehouse, at Port Colborne, and the other is for the roofing, ceilings, cornices, etc., of a big new block at the Soo.

The tinsmiths are particularly busy at present, a large number of Galtonians having their heating apparatus overhauled in readiness for the winter.

Scott & Bennett are working on a fire protection system for the opera house.

Gmelin & Co. and Ray Bros. are exceptionally busy at present, both firms having a number of large contracts to turn out.

J. C.

GUELPH.

Aug. 24. — "Our wholesale trade is pretty good, but the retail business is a little quiet just now," said Treasurer, James S. Millart, of the Bond Hardware Co., to your correspondent, when he made his weekly call yesterday. "There is a fair demand for blacksmiths' supplies, and as this is the time of the year, when a large number of houses are being completed a large number of builders are sending in continually for building hardware."

Miss G. M. Hockin, bookkeeper for Penfold Bros., has returned to her duties, after spending two weeks at Stanley Park, she being one of a party of Guelph young ladies who camped there.

Miss H. Taylor, of McCormick & Robinson's hardware store staff, left to-day for Hamilton and other points to spend a couple of weeks with friends.

S. & G. Penfold are still reaping the benefit of their scheme for selling binder twine. One of the firm told your correspondent yesterday, that they have sold over a carload now, having finished selling the ten tons they got in originally, as well as getting extra supplies in five cwts., to supply the demands of the late buyers. "The harvest is late this year," he said, "at this time last year the binder twine sale was all over, but we are receiving orders right along and have had to buy in small quantities locally to fill them."

Another carload of girders for the Winter Fair Building extension has arrived and the girders are being put in position. This nearly completes the shipment, and the building will soon be ready for McCormick & Robinson, who have the $5,000 contract for tinsmithing, etc., on the building. They expect to be able to begin next week.

In speaking to T. McCormick, of McCormick & Robinson, the Market Square stove men, as to prospects for stove sales this fall he said, "The stove business is starting off splendidly and I look for a good season in that line. We are also installing quite a number of furnaces, and expect to be kept pretty busy from now until the winter sets in."

Something exciting is promised for the big Field Day which the Clerks' and Salesmens' Association are going to have on Thursday next at the Exhibition Park here. The secretary of the Association is endeavoring to secure an automobile race between two or three local "autoists." They also want to have a City League baseball game played that afternoon, and are arranging for the usual athletic events as well.

A member of F. & A. Howard's firm, successors to William Sunley, says that the stove trade has been rather quiet but they expect a splendid fall trade.

They have over $3,000 worth of furnace work ahead of them, and are in hopes of getting still more.

Reynolds & Son have secured the contract for renovating the interior of the Guelph Opera House and have started on the work.

H. S. N.

BRANTFORD.

August 24.—Now that the grain harvest is practically completed, it is possible to form a correct estimate of the produce raised by the farmers this year, A retrospect shows that the grain crops over all the surrounding country have been fully up to the average, while a few are over it, several farmers reporting 40 bushels to the acre. Root crops are looking good, but need rain, and continued warm weather. But while the crops may not have been enormous yields, yet the prices have remained wonderfully firm. Wheat at 96c; oats 44c; hay $12, are responsible for the filling of the farmers' pockets. Already this is being seen in this city. Hardwaremen report that the farmers' purse strings are loosening, cash payments being made, and larger orders being given, these including luxuries as well as necessities.

"Furnaces are moving out well," your correspondent was told by a Colborne Street merchant, "and our staff of erectors are kept very busy. The farmers have no reason to kick this year. Take hay, for instance. Why, no less than $12 is offered for new hay, and there is a decided scarcity at that price. August trade is brisk. The cement season has been excellent. and harvest necessaries sold well. our stock of binder twine having run out. Now we are looking for a bumper fall and winter season."

Another industry has been secured for this city through the newly-formed publicity and industrial department. The Brantford Steel Range Company has been organized, with a capital of $40,000, the applicants being John Muir, W. D. Schultz, J. H. Ham, E. L. Goold, J. H. Sanderson. W. H. Wilkes, W. Stanford, F. W. Ryerson, P. Verity, W. T. Henderson, all local men. Temporary quarters have been secured, but as the industry develops, a move will be made to larger quarters. The product will be a cooking stove, of which W. Stanford is the patentee. It is very economical of fuel, and so arranged that meat can be cooked in one oven, and cakes or such in the other.

T. V. Crandell, who recently commenced a novelty store on George Street, has opened yet another at 52½ Market Street.

The amendment to the dog by-law, forcing all dogs to wear a muzzle during June, July and August, will not be enforced this year, but will probably come into force next spring. It is estimated that 1.000 muzzles will be needed

The Warren Bituminous Paving Co. have been awarded the contracts for paving Colborne Street, from Alfred to Stanley; Market Street, from Colborne to West; and Queen, from Colborne to Dalhousie.

P. H. Secord & Son have secured the contract for laying 6,000 yards of westrumite at Stratford.

The building permits for the past week include: M. E. Dean, Superior Street, brick dwelling; Charles Besant, St. George Street, brick cottage; W. W. Bell, Brant Avenue, brick dwelling, $2,500; J D. Caton, Rawdon Street, brick house, $2.000.

The store front of W. H. Turnbull & Son, hardware merchants, Colborne St., presents a much improved appearance in a new coat of bright ochre yellow paint. The window trim is also a timely one, showing a splendid range, with an array of domestic utensils on the top and in the oven, while others are strikingly placed around the stove.

The east window of John Bishop & Son is also attracting some worthy attention, a display of Cobalt minerals being on view. In their west window they show a fine array of blacksmiths' tools. Telephone City Stoves are making a showing of boys' express wagons and automobiles.

Graham Bros., who have been in the wall paper, room molding and paint business, announce that they are retiring from business.

The output of the local binder twine factories has been practically all sold and they are now working nights. Much of the product has been sold to the west.

The Jackson Wagon Co., St. George, have received an order for 200 wagons for the T. Eaton Co., Winnipeg, and 500 more for next year. A. W.

News From the Prairie and British Columbia

Big Grain Crops in West—B.C. Hardware Dealers' Assn. Reduce Nail Prices—Building Active at Vancouver — Splendid August Business at Victoria—New Water Routes Between Coast Cities and Liverpool and Prince Rupert — Battleship Window at Saskatoon.

VANCOUVER.

Aug. 21.—A reduction has been made in the price of nails by the B.C. Hardware Dealers Association, from $3.50 to $3.25 per hundred pounds base. The reduction was made because manufacturers in the east are shipping hardware to British Columbia at greatly reduced prices, and because the freight on certain lines of hardware has also been reduced.

The total of last week's building permits reached $80,200, the largest being for $26,000 for the car barns of the B. C. Electric Railway Co., on Westminster Avenue.

Ross & Howard, this city, were awarded the contract by the Western Canada Power Co., for the construction of four big steel pipes, which will be used at the works at Stave River Falls. These pipes will be built of five-eighths steel, they will be 17 feet in diameter at the large end and 14 feet 6 inches at the smaller end. They will be 26 feet in length.

A sub-committee of the Fire and Police Committee has under consideration the tenders for the new police auto. These were as follows:—F. Darling & Co., 50-60 h.p., $6,250; E. P. Browning, 52-90 h.p., $5,600; E. P. Browning, 43-34 h.p., $5,300; E. P. Browning, $5,000; Storey & Campbell, 40 h.p., $4,950; W. J. Massey & Co., $4,500; C. W. Sancliffe & Co., 40 h.p., $5,300. Mr. Browning is now in Vancouver in connection with the matter.

Another visitor this week is Trumbull Warren, the president of the Gutta Percha and Rubber Co., Toronto. This company does a large business in the west.

D. Turner, secretary-treasurer of the Turner Co., of San Francisco, plumbing, heating and ventilating contractors, has bought property in Prince Rupert. He secured two lots on Third Avenue, near Sixth Street, for $7,000; two lots on the corner or Third Avenue and Eighth St., for $5,250, and one lot on Eighth Street, for $250. He will erect a building on his corner property.

R. B. B.

VICTORIA.

Aug. 19.—So far the figure for building permits this month is not a very large one, only one permit of any size having been taken out to date. This is for the new three-storey brick building to be erected on the corner of Johnson and Broad Streets, by Bannerman & Horne. The cost of the building will be $22,000. The ground floor will contain three large stores; the top floors to be used for offices, etc. The other permits, mostly for dwelling houses, will make a total of over $50,000, which is much below the record for the previous month.

Tenders for cast-iron pipe, valves, pig lead, etc., for the water works department were received from the following: For pipe, R. P. Rithet, $50,930; W. G. Winterburn, $49,892; Stavely Coal & Iron Co., $49,592; Robertson, Godson Co., Vancouver, $50,131; A. Rickaley, $44,190; Robert Ward & Co., $51,191; R. Angus, $48,969; M. & L. Samuel, Benjamin & Co., $54.381. Tenders were also received from Birtley Iron Co., London, and N. A. Drury, Montreal, but the prices were not given in the aggregate.

Tenders for valves were received from E. G. Prior & Co., A. Sheret, W. G. Win-

terburn, A. Stone & Co., London; Canadian General Electric Co., Walter Fraser & Co., M. & L. Samuel, Benjamin & Co., Crane & Co.

Tenders for pig lead were put in by Robert Ward & Co., Robertson, Godson Co., and R. P. Rithet.

All the tenders were referred to the purchasing agent.

A new fast route for freight from Liverpool has been inaugurated. The Canadian-Mexican liner "Georgia" on her last trip brought about 150 tons of freight for Victoria. This shipment was landed on the east coast of Mexico, was carried across that country, then transshipped to the "Georgia," reaching Victoria on the 35th day from Liverpool.

The waterfront property purchased last year by the Grand Trunk Pacific is to be utilized for wharves as soon as the plans, which have been filed with the Marine Department at Ottawa are approved. As soon as the wharves are constructed a steamer is to be put on by the railroad company, to run between Victoria and Prince Rupert.

Business for the past few weeks has been very good. Travel still continues very heavy, all steamers coming in carrying their limit number of passengers, especially is this so from Seattle, where the fair is in progress. All the city hotels are filled up and turning away guests every day. This together with the large amount of work going on in the city at the present time, are conditions that are making August a record month for the storekeepers of Victoria.

The Provincial Government has completed the purchase of the balance of the lots lying to the south of the Government Buildings on the same block. While no official announcement has as yet been made, it is likely that the next estimates will contain an item providing for the erection of a new wing to the buildings. Several of the departments are finding their quarters too small, so that an extension is necessary.

W. B. C.

SASKATOON.

August 23.—One of the cleverest window displays in town is the battleship in Isbister & Son's hardware store window, the battleship being constructed out of cross-cut saws, copper wire, flat irons, mousetraps and other articles, but presenting an amazing likeness to a small model of the genuine battleship. The display attracted much attention.

J. O'H.

WINNIPEG.

August 23.—There are few men resident in western Canada at the present time who are not more or less interested in the great harvest that is now being gathered in throughout western Canada. Wholesalers are interested for two specific reasons. One is that there is a possibility of receiving payments from creditors whose names they are weary of seeing on their books. There are many merchants thoroughly honest who have been granted long terms of credit by wholesale houses in anticipation of the crop of 1909, and there is no reason why they should be disappointed. Another reason is that the wholesalers expect to materially increase their output. A wholesaler recently said that a trade as large, and growing larger, as that enjoyed before the stringency, is the dream of every business man. The great wheat yield of 1909 will surely make such dreams actual.

It is difficult to estimate what the yield will be, but in this connection the following statistics gathered from a reliable source, will be interesting:

In 1903 there were 3,125,000 acres under wheat cultivation. and the yield was 54.000,000 bushels.

In 1904, under wheat cultivation, 3,500,000 acres, yield 58,000,000 bushels.

In 1905, under wheat cultivation, 4,252,000 acres, yield 86,300,000 bushels.

In 1906, under wheat cultivation. 5,000,000 acres, yield 95,000,000 bushels.

In 1907, under wheat cultivation, 5,013,544 acres, yield 82,000,000 bushels.

In 1908, under wheat cultivation, 5,767.250 acres, yield approximately 100,000,000 bushels.

The acreage for this year is distributed as follows:

Area in Manitoba under crop—Wheat, 2,642,111 acres; oats, 1,373,683; barley, 601,008; flax, 20,635. Last year—Wheat, 2,850,640; oats, 1.216,632; barley, 658,441; flax, 50,187,

Acreage planted to grain in Saskatchewan—Wheat, 3,912,497 acres; oats, 2,192,416; barley, 235,463; flax, 278.835. Acreage last year—Wheat, 3.703,563; oats, 1,772.976; barley, 229,574; flax, 264.728.

The exact figures for Alberta are not available, but those for last year are—Spring wheat. 212,677 acres; winter wheat, 104,956; oats, 431,145; barley, 77,867; flax. 9,262. Acreage is increased nearly 100 per cent. this year.

Structural steel arrived recently from Montreal for the fourth storey of the new union depot. Iron work has been at a standstill for some time, but the stone is cut and the completion of the structure will not be far behind the scheduled time. The added storey, which was recently decided upon, will raise the big contract by $100,000. The roof iron for the third storey is already in place, but will hastily be removed to make room for the extra storey. Mr. Lyall, the contractor, stated that the remainder of the steel would arrive this week.

The Chicago Board of Trade will entertain members of all outside exchanges on September 17 and 18. Winnipeg will send delegates, and it is expected that many questions of interest will be discussed. Matters relating to wholesale railway shipments, the co-operation of the various Boards of Trade and questions of interest to grain exchanges will be brought up.

Charles Morris, a popular city traveler for the George D. Woods wholesale hardware house, has been transferred to travel the branch lines in the west. The local retailers regretted to have Mr. Morris leave the city, although it was much to his advantage to accept the change in route.

The "New Systems Store," which opened a few months ago, have found that the systems which they adopted have not been successful with the public. At present the management are auctioneering off a part of the stock, preparatory to moving to a more favorable site on Portage Avenue, where a general store will be operated on the ordinary plan. J, E. Thomas, for some years a member of the firm of Thomas, Anderson & Co., is manager of the general store.

For several days an interesting demonstration in the window of the retail hardware store of McDonald & Fleming has been witnessed by many passers-by. R. S. Dowd, from the factory of the A. Goodrich Company, Chicago, has been giving exhibitions of the cutting quality of the Goodrich razor strop, invented about seven years ago. Mr. Dowd expects to travel through the west for the next few months, giving similar demonstrations of the strop.

Thomas Wright was in the city recently from Toronto, representing the wholesale house of H. S. Howland, Sons & Co.

W. C. Boyd, for the past three years invoice clerk for the Imperial Oil Co., of this city, in company with J. G. Boyd, manager of the T. Eaton Co. supply department, leaves the city in a few days for Edmonton, where the brothers will open a general retail store. Both of the young men have had experience in the hardware business in Belfast, Ireland, where they resided previous to three years ago.

G. T. Mumford, manager of the Manitoba linseed oil mills, has been spending the past month in eastern Canada and New York, on a combined business and pleasure trip. He will return to the city this week.

Robert Wyatt, who has been spending the greater part of the summer in Ontario, is expected to return this week.

The annual meeting of the Manitoba branch of the Canadian Manufacturers' Association, was held recently, and business of importance was transacted. The branch noted with approval the successful conclusion of the work of the head officer in connection with the new railway bill of lading. The following were elected officers of the association for the ensuing year: Vice-president for Manitoba, T. R. Deacon; chairman Manitoba branch, J. A. Knott; vice-chairman, M. J. Christie; secretary, W. J. Bulman.

The Western Maskolite Company has been incorporated in this city for the purpose of carrying on the business of manufacturing all kinds of fireproof building material. The capital stock is $25,000.

The volume of traffic from the iron and copper mines of the United States is placed at 135,000,000 tons a year.

"V" CRIMP-ROOFING CORRUGATED IRON

METAL SHINGLES AND SIDING

PAINTED AND GALVANIZED
Made from Best Quality Steel Sheets

This is a profitable line for you to handle

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WINNIPEG and CALGARY

The largest distributors of **BRUSHES** in Western Canada.

Jobbing Headquarters for

Whiting's Brushes
English Solid Back Horse Brushes
English Solid Back Scrub Brushes
Fine Varnish Brushes
Ridgley Trimmers
Paper Hangers' Tools

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P.S.—We also ship all orders for Brushes the same day as received.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

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The progressive Heating Contractor can put in several hours to good advantage while in Toronto, during the industrial Exhibition, examining our complete line of **Heating Devices.**

In the Process Building on the Fair Grounds we will have a complete display of Furnaces, combination Heaters, Registers and special Furnace Fittings.

At our General Offices and Showrooms, Nos. 36 and 38 Queen St., East, we will have a complete line of Round and Sectional Boilers (Steam and and Hot Water) as well as Furnaces, Combination Heaters, etc.

Our outside and city Engineering Staffs will be on hand to see you are well cared for. Do not hesitate to make our premises your headquarters during your sojourn in the city.

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Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

It has been repeatedly stated that in the line of goods in which there is the greatest demand in western Canada there is the least profit for the retailer. That line is builders' hardware. In Winnipeg the quantity of builders' hardware in use has never been greater in the history of the city. But the retail trade are compelled to furnish goods at wholesale prices. These goods may be more specifically defined as nails and building paper. Contractors are justified in buying nails at $2.80 base if they can get them from the wholesalers and jobbers for that price. The cause of this uniform price which prevails, thus robbing the retailer of his profit, is simply because the wholesalers have come over into the retailers' field. All the wholesalers in the city except one agreed to protect the retailer, and because that one house stands out, the whole field is divided. As the matter stands, the trade in builders' hardware is in a ridiculous condition. Retailers are ordering, and in many cases are receiving, contracts for the supply of goods to builders, but the profits are very low. Should all the wholesale houses sell solely to the retailers, both the wholesale and retail branches would be greatly benefited.

The markets are quite firm on the general lines. Wholesalers report trade being encouraging, as far as orders are concerned, At this particular season the country is almost drained of its money, and particularly this year. Last year's receipts are all out, owing to the many mortgages and loans that were made during the last two years; so collections are anything but heavy. Notwithstanding this, however, wholesalers are not holding stocks. Money is coming plentifully and very soon. Wheat at one dollar a bushel means as much to the wholesale hardware dealer as it does to the farmer. Everybody is hopeful.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.80 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25: No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7. $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10. 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 per cent.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90· 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

TINWARE, Etc. — Pressed, retinned and plan, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60: Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7: painted, $3; galvanized, $4.10; 26, $3.35 roofing, 28, $3.45 and $4.45. Crimped coppered, $9; dash, $9.

ROPE—Sisal, 9½; pure manila, 12¾; British manila, 11¼c; lath yarn, 9¼c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, and $4.35. Pressed standing seamed roofing, 28, painted, $3.20; galzanized, $4.30; 26, $3.55 and $4.55.

BAR IRON—Bar iron, $2,35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.50; broken lots, $8.

COPPER—Planished copper, 33½c per lb.: tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.45; ⅜, $2.75; ⅛, $3.30; ¾, $3.90; 1, $5.65; 1¼, $7.70; 1½, $9.25; 2, $12.35; 2½, $20; 3, $26.50; 4, $38; 4½, $50; 5, $48.50; 6, $62.50. Galvanized: ¼-in., $3.40; ⅜, $3.70; ½, $4; ¾, $5.20; 1, $7.50; 1¼, $10.20; 1½, $12.50; 2, $16.60; 2½, $30.

FITTINGS—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20. $4.10; 24, $4.30; 26, $4.70,; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9; ½ box, $4.75; IX. full box, $11, ½ box, $5.75; IXX., full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish. 6 and 7 inch, $3.85; 8 inch, $4.10.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 60 and 55c; Solar red engine, 32; Atlantic red engine, 30c; Eldorado castor, heavy, 28c; medium, 28c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine 38c.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 19c; Sunlight, 21c; case, $2,35; Family Safety, 24c; Search Light, 22c; Sterling Light, 24c; engine gasolene, 24c; White Lily, 23c; Royal, 22½c.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.50; in kegs, $2.55; turpentine, bbl. lots, 74c per gal. linseed oil, raw, 69c; boiled oil, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.00; poultry netting, 50 p.c.

HORSESHOES—MRM and "Bell," $5.00 base.

HORSE NAILS—MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under. 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—21c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

MACHINERY STEEL

SMOOTH AND
IRON FINISH

All sizes in stock ¼" to 6"

A. C. LESLIE & CO.,
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SHRP-SHAVR SAFETY RAZOR

25c.

There is no better razor sold at ANY PRICE

We do it to Sell our Blades

Sold under a positive guarantee. Your money back if you want it.

Shrp-Shavr Razor Co

Smith Hardware Co., Limited
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We sell it at 25c to create a quick and large market FOR OUR BLADES because we make the BEST blade. In fact, "it's all in OUR BLADES." The profit to the retailer as well as to the manufacturer is in the continuous sale of blades.

The frame or blade-holder is beautifully SILVER PLATED, and the adjustment is absolutely correct. It fits the face. The blade can be adjusted or released instantly. But you don't shave with a razor frame whether it costs $5.00 or 25c., the blade is the thing.

Our proposition is a revelation and revolution in safety razor selling. The SHRP-SHAVR is the ORIGINAL 25c. RAZOR.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.

Modern Method Floor Finishes
Stand Hard Footwear.

There will be lots of floor finishes sold this fall. Almost every householder touches up some of the floors about the house during the early fall months. You want to get your share of this business. Dealers who sell

SHERWIN-WILLIAMS MODERN METHOD FLOOR FINISHES

can get the floor finish business of their locality. Among other advantages offered by the Modern Method line are a full line of materials for finishing any kind of a floor, any style—Inside Floor Paint, Floorlac, Floor Wax, Crack and Seam Filler, Porch Floor Paint. S-W. Floor Finishes have an established reputation for high quality and are strongly advertised. They are put up attractively and make a striking display on the dealer's shelves.

Write us for full particulars today and be ready for early fall rade. Mail orders given prompt attention.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
CANADIAN HEADQUARTERS AND PLANT, 639 CENTRE ST., MONTREAL, QUE.
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MANUFACTURERS OF
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Fort William, Ontario.

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We have a large, well-assorted stock of Oak, Birch and White Mantels — Coal, Wood or Gas Grates — Tiling and Fixtures of every description.

WINNIPEG PAINT AND GLASS CO., Limited

Everything for a Building.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

D. Ouimet has secured a permit for a factory to be erected at Montreal at a cost of $7,000.

The United Soap Company, of Brantford, are considering the erection of a $60,000 building at Hull.

Out at the site of the Grand Trunk Pacific shops at Winnipeg 400 men are employed on the various buildings under construction.

Negotiations are now under way for the establishment of a chemical works, an oatmeal mill and a $125,000 match factory at Prince Albert.

Parry Sound ratepayers have carried a by-law to grant the Algoma Chemical Co. a bonus of $30,000 for the establishment of a wood alcohol plant.

The Canadian Locomotive Works, of Kingston, has closed a new contract with the Grand Trunk Railway to build another set of twenty-five locomotives.

The work of constructing the $75,000 machine shop and 44 stall round house for the G.T.P. at Edmonton has commenced. Work will not be completed for two years.

The Welland Glass Works have opened an office and will erect a large factory for the manufacture of window glass, plate glass, and other articles of a like nature at Welland..

A permit has been issued for the erection of a planing mill at Riverside for H. N. Sereth. The new building is to cost in the neighborhood of $15,000, and work on the new structure will be commenced immediately.

Backed by Nanaimo capital, a brewery which will employ between 60 to 70 men is to be immediately erected in Vancouver on a site in West Fairview. It is estimated that the building and plant will involve the expenditure of between $175,000 and $200,000.

The Winnipeg Ceiling and Roofing Co. is making arrangements for the erection of a large manufacturing plant at Vancouver to employ at the outset about 100 men. Ultimately it is hoped to have a factory there that will rival that of Winnipeg or Duluth, Minn.

The Moncton Coal, Railway and Power Co. intend spending about $40,000 in a duplicate plant of Chignecto, N.S., and at the Joggins the Company are installing an endless haulage system. At the new slope this will enable an output of seven hundred tons of coal per day.

Enquiry at the general offices of the Dominion Steel Company, Sydney, elicited the information that the operations during July had been very satisfactory considering prevailing conditions. The Steel Corporation has at the present time an over supply of orders, on the books, and these, it is said, of sufficient volume to keep the plant running night and day until Dec. 31 next. Preliminaries on the elaborate extensions to the plant are being rushed.

There is a well grounded rumor that Fernie is soon to be the location of another big industry employing a large staff of men. A firm of steel tipple manufacturers have lately been making inquiries in regard to a site for the establishment of extensive works. The opening up of the vast coal areas throughout the district and the activity of the railways in seeking an entrance into the territory have induced this firm to consider the advisability of erecting a plant in a central and convenient position, and it is generally believed that they have selected Fernie as the most suitable place for the establishment of their enterprise.

Municipal Undertakings.

Weyburn, Sask., is considering the installation of a sewerage system.

It has been decided to build a trunk sewer at Kingston from Queen's university to Stuart Street.

The Prince Albert city council has passed by-laws to raise $4,300 in all for water and sewer extensions.

The contract for supply of pipe for the new sewerage system being installed at Sydney, N.S., has been awarded to the Toronto Sewer Pipe Co., Toronto.

The contract for sewer extensions to be carried out this year at Sydney, has been awarded to R. S. Lowe, for the Vulcanite Paving Company, at $13,031.

The Ottawa Board of Control have recommended for acceptance for supply of 120 feet of 24-foot steel pipe for sewerage purposes, the tender of P. J. Powers & Company, at $418.80.

Contracts for building the following sewers at Hamilton were let: Little Peel street, to J. Armstrong, 43 cents a foot; Wilson street from Emerald street to East avenue, to A. Mercer, 74 cents a foot; Albert road, to J. Armstrong, 47 cents a foot.

The London Water Commissioners have selected a site for the combined water and power station. The council have finally passed the water by-law to expend $123,700 for the artesian wells, pumping and power distribution plants on Horton streets, effecting a saving estimated at $4,000 per annum.

Public Buildings.

Strathcona ratepayers have approved a by-law to raise $15,000 for the erection of a new fire hall.

The Ville Emard, Que. town council has Inder consideration a proposal to erect a new town hall.

The contract for the erection of the new fire hall at Fernie, has been awarded to A. Rizzuto at $10,480.

Some $30,000 will be spent on building in anticipation of the Dominion Exhibition at St. John next year.

R. Rogers has the contract for two temporary schools in the Westmount and Norwood extensions of Moose Jaw. Cost $2,000 each.

At a recent meeting of St. John's church, St. Thomas, it was decided to proceed immediately with the erection of the new building.

The contract for the construction of the new Catholic church at Vancouver, to be known as St. Patrick's has been let to Dissette & Dean for $17,500.

J. Fowler, Goderich, is preparing plans for an addition to the hospital in that town. Approximate cost $4,500. Tenders will be invited about September 1st.

A permit has issued at Toronto for the new Dale Presbyterian Church, at a cost of $85,000. The structure will be fireproof, and have a seating capacity of 1,500.

A permit for the new St. Anthony's Roman Catholic Church, to be built at Toronto was issued the other day. The edifice will be of stone and will cost $40,000.

The Hochelaga School Commissioners, have awarded the contract for the erection of a school building at the corner of Forsyth and Hogan streets, to N. Sawyer, Montreal.

The work of pulling down the five or six houses adjoining St. Michael's Hospital, Toronto, has been commenced, to make room for the proposed extension to the hospital buildings.

The Montreal Catholic School Commissioners have taken out a permit for a new school to be erected in St. Gabriel Ward, at an estimated cost of $60,000. Labelle and Lessard are the contractors.

Rev. Father Thomas O'Donnell, pastor of St. Ann's Church, Toronto, is having plans prepared for a new church after the model of the Basilica in the village of St. Anne de Beaupre, near Quebec. The cost will be $75,000.

General Building.

J. Laidlaw, Brandon, will build a $3,000 residence.

A permit has been issued to J. S. Gibson for a $4,000 residence at Victoria.

Plans for the new Y.M.C.A. at Victoria, have been completed by H. S. Griffith, architect. Tenders will be called. in November.

A large club house will probably be erected in the district north of Macdonald, Winnipeg. Wm. Whyte, vice-president of the C.P.R. is said to be interested.

Building permits were issued at Victoria, by the building inspector to Charles E. White, who will erect a dwelling to cost $1,100, and to Mrs. A. E. Thompson for a dwelling to cost $475.

W. A. Elliott, Brandon, has just completed plans for the erection of a 40-room hotel building at Broadview for T. F. Lyons & Son, of Whitewood. The cost is in the neighborhood of $20,000.

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The Orford Copper Co.

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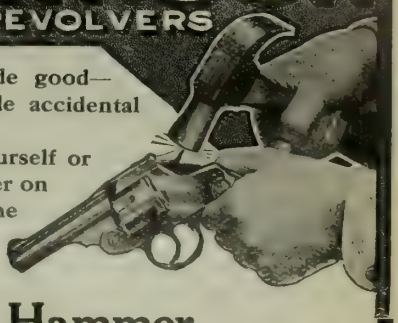

OUR CLAIM of *Absolute Safety* made good—we have never learned of a single accidental discharge.

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Make any test you please. There can be but one result. You will be convinced of its absolute safety. The revolver *can't* go off until you pull the trigger.

Makes Good on Claims and Makes Good Profits

The advertising of Iver Johnson Revolvers covers the whole field—big magazines and sporting publications. All inquiries are referred to the dealer—never handled by mail where the dealer will supply.

Iver Johnson Revolvers are not premium goods—never sold to "catalogue houses"—distributed through the trade only.

Send for Dealer's Catalogue and give your Jobber an Order.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Pacific Coast Branch; Phil B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns & Iver Johnson Truss Bridge Bicycles.

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Represent the highest standard of polishing efficiency.

They are money makers for YOU.

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NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

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OPEN HEARTH STEEL

THE SECRET OF GOOD IRON IS IN THE HEATING.

Our bars and bolts have the right chemical composition, are properly rolled and are entirely free from flaws.

Get our quotations.

LONDON ROLLING MILL CO., LTD.

LONDON, CAN. Ⓑ

Design of House Heating Apparatus

An Analysis of the Shortcomings of the Present Day House Heater Outlined by the Engineering Record—Design of Fire Boxes and Grates —Use of Soft Coal.

Despite the many million of tons of coal annually used for purposes of domestic heating it is an unfortunate fact that much of the apparatus in which this huge quantity is burned is rather crude and inefficient. For a rough guess at least a quarter of the fuel escapes unburned—that is, about this proportion of the total thermal value of the fuel is recoverable in the ashes. Of the rest only a moderate amount is actually utilized for the purposes intended. Benjamin Franklin made a long step forward when he introduced his famous stove in lieu of the terrible wasteful fireplaces of his day, but there is still room for other Franklins in the design offices of manufacturers of the cheap heating apparatus. Now, considering the success that has attended the careful study of conditions in ordinary steam generation and the merits of high grade house heating apparatus, one can safely say that the wastes in domestic heating can be very largely reduced, and in the interest of the householder, and of the coal supply as well, effective improvements in ordinary apparatus ought to be put in practice. Obviously the conditions of heat utilization in domestic apparatus are quite similar to those found in general, yet the differences are significant and worthy of study.

Perhaps the most conspicuous difference is the primary requirement in domestic heating that the apparatus shall run continuously with a minimum of attention. This implied condition of infrequent firing seems to be the chief stumbling block in furnace (firebox) design. An ordinary boiler used in a power plant is planned with reference to steady firing, with reserve capacity for forcing if necessary. A domestic furnace of whatever kind must be able to work efficiently when running practically banked for hours at a time, and still must have capacity for forcing without continuous attention. It must have more reserve capacity than the boilers in an electric light plant, with the special additional requirement of very economical working at light loads. It is in operation, say, 3,000 to 4,000 hours per year in the climate of the northern United States, and during 80 per cent. of this time it is running perhaps at only two or three tenths of its full required capacity, which must nevertheless be reached without the necessity of frequent attention. It should be able to burn efficiently as low as 5 lb. of small size coal per hour, as well as half a dozen times this amount at a pinch of extreme cold. Clearly, the problem is not as easy as it looks at first glance, and one cannot altogether wonder at the bad results often obtained. The call for full capacity without regular attention at short intervals is probably the most troublesome condition to meet, since it hinders the employment of the small grate surface that would otherwise be desirable. To burn a considerable amount of fuel with very low draft implies a large grate surface, which is extremely troublesome when trying to burn a small amount economically. To avoid this trouble has proved very difficult, and the commonest method of dodging around it by using two independent furnaces is often very unsatisfactory in its results. With two hot air furnaces it is no easy task to deliver heat uniformly to all the flues while using only one, and the other alternative requires a duplication of flues that is most objectionable. In fact, all the duplex schemes are troublesome unless one is working on a scale larger than is usual in residence heating.

Indirect Steam and Hot Water Heating.

Indirect heating, whether from hot water or steam, is difficult on a small scale. When the system is large enough to justify the distribution of air from a power blower, all can be made to go well. In small plants, however, where one has to depend on natural draft, the result is apt to be very unequal heating and a most exasperating degree of dependence upon wind and weather. The trouble from the very variable draft of a low chimney, too, is ever present, whatever the form of the heating. Hot water heating, very desirable on account of its thermal stability due to the great heat capacity of the water, is difficult to force and steam is hard to run low, so fate catches one coming and going. The heating surfaces, too, in domestic steam and hot water equipments are generally rather hard to get at for cleaning, so that they are commonly much less effective than they ought to be.

The whole problem, whatever the particular method of distributing the heat, therefore turns upon proper firebox design. Incidentally this should take into account the economic use of cheap fuel. At present the common fuel is anthracite, the price of which has steadily risen until to-day it is nearly double that of good steam coal of nearly equivalent thermal value. With a properly designed furnace, steam coal can be made to give good results in our domestic heating. It requires, to be sure, somewhat different management from anthracite, but it is a fuel entirely suitable for domestic use provided the apparatus is built for it and handled accordingly. Both furnace flues and chimney must be susceptible of reasonably easy cleaning and there must be a material difference in the design of both the grate and the firebox.

Burning Soft Coal.

Yet why should one not burn coal at $3 or $3.50 a ton instead of at $6 to $7 a ton? The difference in thermal value is hardly more than 10 per cent. and the efficiency of utilization ought to be quite as great in one case as the other. In fact, the soft coal would probably show less combustible mixed with the ashes than the anthracite. In some parts of the country the soft coal is already freely used and the experiments on smokeless combustion at the University of Illinois demonstrated that such fuel could be burned, even for domestic purposes, with little or no smoke. In order to gain this advantage the firebox design has to be modified, but to no extraordinary extent, so that there is no good reason why it should not be done and cheap fuel brought extensively into service. Most of the world, in fact, gets along very comfortably without anthracite.

Grates and Other Details.

This main question of improvement then resolves itself into better design of the furnace proper, so as to fit it for more reliable and economical working over a wide range of output, and with much greater facility in the use of cheap fuel than is now common. Of minor inconveniences which might be easily remedied there are many. For instance, very few domestic furnaces are so arranged that one can easily and effectively use a slicing bar, which is frequently very desirable. Again, there are forms of rocking grates in which a bit of hard clinker the size of a walnut can so lodge as to put the furnace out of business until the fire is dumped and the obstruction removed. In others there is no stop provided for the rocker arm, so that the least lack of caution lands most of the fire in the ashpit. These are, perhaps, cheerless reflections of the impending winter, which nevertheless show a real need of active skill in improving the heating of the domiciles in which humanity lives. Those who live in steam heated flats put on superior smiles—but let them wait until the all-powerful janitor gets drunk and lets the fire go out with the temperature at zero. Then will even they join in the call for better planned domestic heating apparatus.

The Retail Paint Trade

THE CAUSE OF BLISTERING.

The phenomenon of blistering has never perhaps been satisfactorily explained; probably for the reason that an explanation which appears reasonable and probable in one case is found to be quite inadequate in another. An authority on paints has recently put forward the view that blistering is in its essence due to the absence of a small but necessary amount of porosity in the paint film. This individual believes that there is likely to be an exudation, it may be small, but never negligible, from every surface on which paint is applied either of moisture or some gas or vapour, which if it does escape will push the superimposed paint film up in the form of a blister. Consequently, unless such gaseous or liquid emanations can escape through the paint film trouble will result. This view is strengthened by experiments which have shown that paint films composed of boiled oil and containing a little varnish in their composition are as a rule more liable to blister than paints made from ordinary raw linseed oil and turpentine. In point of fact, in the case of flat paints blistering is unknown. It would not be safe, however, to allege even in the face of these considerations that in order to avoid blistering both boiled linseed oil and varnish should be left out of the composition of paints. This would, we fear, be merely a case of out of the frying pan into the fire. The problem that appears to lie before paint makers in this connection is to secure a liquid medium, which while being as impervious as possible, shall also be so tenacious as to resist the pushing up tendency of any force behind.

DEVELOPMENT OF PAINT.

Sixty years ago painters ground their own white lead and made their own putty. One machine these days turns out more putty of a better and more even grade than all the hands of all the painters and carpenters then. Formerly when painters ground their own colors a stone slab and muller formed the entire apparatus, but now when grinding has become a separate industry efficient machinery has been devised for grinding and its collateral operations.

Everything is being manufactured for the consumer's use and comfort. Formerly the carpenter had to prepare his own wax and his stains for the wax floors. To-day he is shown blocks of wood at the paint store finished in different styles. He can buy materials to duplicate the effects. The manufacture of paint has rapidly become modernized and the grade infinitely improved. The selling price is cheaper for the quality involved than ever in the history of the industry.

Don't Get "Notions" About

Floorglaze

Please don't get the notion that FLOORGLAZE is good only for floors. FLOORGLAZE is a solid-color floor-enamel with all the elasticity of good paint, and more; and that has a dozen uses about the house, indoors and out. It's so advertised for you that it can't help selling once; and its own quality sells it again to the same people—and their neighbors. FLOORGLAZE is the kind of goods that strike you as about right for your store.

Send for a sample Can and Color Card now.

Imperial Varnish & Color Co., Limited
TORONTO

Ready stocks of all our staple leaders (do you know them all? You should) at Vancouver, 542 Beatty Street, and Winnipeg, 108 Princess Street.

ANNOUNCEMENT

Tire Steel Machine Straightened

We are pleased to be able to announce that Tire Steel rolled by us in future will be Machine Straightened.

By this method of finishing our Tire Steel we are confident we can supply uniformly straight bars and of a quality that will give every satisfaction to the consumer.

THE MONTREAL ROLLING MILLS CO.

PAINT AND OIL MARKETS

TORONTO.

August 27. The paint jobbers are again experiencing a resumption of active business. With the coming to a close of the summer holiday season and the travelers again going out on their routes, orders are increasing in number and volume of goods wanted. Up to now the month's trading has been seasonably quiet, but at present all paint houses are planning vigorous fall campaigns. If the autumn painting season is anything like as extensive as it looks to be the year will close with a sales business pretty close to the record. And all this leads to the optimistic view held by manufacturers as to the prospects for 1910.

All paint prices are held firm. In turpentine the market has again advanced. If the present movement keeps up the record price of $1.10 of three years ago will shortly be reached. Linseed oil has gone up ½ cent, and it could not do otherwise. Lead and oil are the best sellers of the week, and ready-mixed paints, too, are selling exceptionally well.

TURPENTINE—The advance of 5 cents at the last minute last week has been followed by another equal advance this week, bringing the market price up to 80c per gallon for single barrels. Three houses are selling below this, but they state that their price is liable to advance any hour. The trading price is somewhere about 76 cents, though throughout the trade the constant charge of "cutting" is heard. The turpentine market has had a boom at Savannah which seems to be the result of two causes. First, there appears to be a shortage in the supply as compared with last year. In 1908, 161,000 barrels was reported as against 119,000 this year; the stock on hand now reported being 29,870 barrels as against 3,806 last year at same date. Second the revival of business expected in the United States since the settlement of the tariff question has helped an advance in prices of all material used in manufacturing.

LINSEED OIL—The market has advanced ½c per gallon since last quotation, and 63½c and 66½c for raw and boiled, are the prices for this week. The English market has been gradually improving, and so has the situation in the United States. Sales are more numerous and demand is for larger quantities than since the opening of August.

WHITE LEAD—One of the best sellers at present is white lead. Prices are firm, though unchanged. No. 1 is $5.50 to $5.75; pure white runs from $5.90 to $6.10, with a superior grade at $6.35. Corrodes report a satisfactory volume of business all through the summer months. Salesmen state that the prospects for good fall business in lead lines are excellent. In red lead the market is nominally unchanged. While the total business of the year so far has been of a gratifying nature, there has not been the stirring incidents in the market in this as in other lines. Just now business is rather quiet, though a few good sales have been made recently. Casks are at $4.50 and 100-lb. lots, $4.75 to $4.80, unchanged prices from last week.

PARIS GREEN—The low prices ruling all summer still prevail. Barrels are at 16½c per pound and 25-lb. drums at 17½c. Trading has eased off very perceptibly.

PUTTY AND GLASS—Improvement is noted locally in the situation for both putty and glass. Especially for the latter is there a good demand just now. Some one or two houses say they are getting fair prices, and all jobbers note an absence of cutting. Quotations are unchanged from the spring figures. In putty, too, there is no change, and business is improving every day. Casks of bulk putty are quoted at $1.75; 100-lbs. drums, $2; bladders in barrels, $2.15, and cases, $2.25.

STAINS AND VARNISHES — Still rather quiet are both these lines, though inquiry has been made concerning them during the week. The particular feature of the present situation is the demand which has opened up for ready-mixed paints. That demand is nearly up to what is called for during the busy season.

PETROLEUM—The enormous demand for gasoline this season in Canada and the United States and the increasing uses to which this oil is being put has raised the question as to future supply. Chemists are busy experimenting with alcohol as a substitute, but as yet have found no oil to take its place. A fortune is said to await the person who discovers something that will help relieve the situation, as gasoline from present indications will be a scarce commodity in a short time. At present gasoline is selling locally at 16½c and benzine at 15½c. Coal oil is increasing in demand with the coming of fall. Prime white is 13½c, water white 15½c, and Pratt's astral, 17½c.

MONTREAL.

Aug. 28.—The feature of the week has undoubtedly been the strong jump made by turpentine. The bullish tendency of the southern markets has been advancing outside markets for a considerable time, and a further rise in the turpentine area made local quotations go from 69 to 75c. Linseed oil is also a little stronger. The other lines are unchanged.

Trade generally is very good, and is commencing to show signs of the fall movement. Inquiries are better, and dealers seem confident that a strong consuming demand is near at hand. Manufacturers, at any rate, are anticipating a heavy volume of trade, and are turning out supplies as quickly as possible.

TURPENTINE—The market has made a jump of 6c, owing to an advance in the Southern States, and quotations are now at 75c for single barrels, net 30 days. Although prices are bullish, there is a good amount of turpentine on the market, with a steady demand.

LINSEED OIL—There is a stronger tendency in linseed oil, and prices have strengthened ½c. The demand shows improvement, and from inquiries it is evident that dealers are intending to stock

Be ready to give an answer to every man who asks you a reason.

If

"ENGLISH" LIQUID" PAINT

is the paint you handle you do not have to stop to think of an answer when asked why it is superior to others.

The formula label on the back of the can answers for it.

It tells you that the base of this paint is 70% Pure White Lead, 30% Pure White Zinc prepared ready for use with pure Linseed Oil, Turpentine and Dryer.

It further tells you that the White Lead used is

BRANDRAM'S B. B. GENUINE

Just mail us a postcard and let us tell you all about our big newspaper campaign and our selling plans.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax
St. John Winnipeg

Here is a Strong Statement

There is nothing on the market for producing that subdued velvety appearance on walls and ceilings quite as good as

MURESCO

THE BEST WALL FINISH

You will find it the biggest sales-builder you ever handled, for it is clean, artistic, economical, sanitary and durable. It is easy to apply, (one coat, as a rule, being sufficient), and it will take 30 % more water than any other preparation. MURESCO, on account of its excellence and value, deserves all the prominence you can give it.

Benjamin Moore & Co., Ltd., West Toronto, Can.

Makers of Muresco, and High-grade Paints and Varnishes

Also at NEW YORK
CHICAGO and
CLEVELAND

BY NO STRETCH OF THE IMAGINATION

can any finish in Interior Decorative work look better than that produced by using

ELASTICA No. 2

It is specially recommended for the finest trim work, and is remarkable for its extreme paleness and durability. It covers the maximum surface area, and produces a brilliant, permanent finish. It dries dust free, in from seven to nine hours. There is nothing made to surpass this varnish, an you cannot afford to be without it on your shelves.

NEW YORK
CHICAGO
LONDON
BERLIN
BRUSSELS

International Varnish Co., Limited
TORONTO
Makers of Fine Varnishes.
Branch of Standard Varnish Works.

more freely. We now quote: 1 to 4 barrels, in one delivery: Raw, 63½c per gal.; boiled, 66½c per gal., net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD—The market is steady and unchanged. The demand shows improvement. Grinders are still hard at work on stock, and preparing for a heavy fall trade. We quote: Strictly pure, $5.60 to $6.10, according to quality, and No. 1, $5.10 to $5.60, f.o.b., Montreal.

RED LEAD—A steady output has been done this week. Red lead is feeling the better conditions generally, and has a stronger tone. Supplies are in fairly good shape. We quote: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; less quantities at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

WHITE ZINC—A fair number of orders have come in, but the market is still without feature. We quote: Dry V. M. Red Seal, 7½c; Red Seal, 7c; French V. M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

PARIS GREEN—Trade has quieted down somewhat although rush orders are still coming in. We quote: 50-lb. drums, 17c per lb.; 1 lb. packages, 100 lbs. in case, 18c per lb.; 1 lb. tins, 100 lbs in case, 19c per lb.

PUTTY—The market is still in good shape, the demand keeping up well, and showing plenty of strength. There has been no change in quotations: Standard putty, 800 lbs., in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs., in barrels $2.15; in 100-lb. cases $2.25; in 25-lb. tins, $2.15; 12½-lb. tins, $2.35 f.o.b., Montreal.

HOW LINSEED OIL IS MADE.

O. A. Cohagen, who recently visited the plant of the Manitoba Linseed Oil Co., at St. Boniface, Man., describes the process of manufacture in that company's mills as follows:

The flax is stored in large elevators and conveyed from thence into the cleaners which remove all weed seeds, shrunken kernels, and other foreign substances. From the cleaners it goes to the crushers and is ground. The next step is important. In order to make the oil flow freely and also to coagulate certain gelatinous substances which otherwise would be expressed with the oil this crushed flax is heated to a temperature of about 160 degrees F. This heating is done by passing the ground flax through a steam jacked drum, so that it is dry heat. From this heating apparatus it is conveyed to the presses where the oil is expressed. The "new process" of oil extraction is used in this mill and the style of press used is the screw-press. It works not unlike a meat chopper, under a 25-ton pressure. The crushed and warmed flax is forced through a cylinder-like apparatus by a huge auger which drives the meal out through a very small opening in one end and allows the oil to escape through openings in the sides. This meal residue is the oil cake. It is conveyed to a breaker, is weighed, and transferred to large bins upstairs from which it is sacked and shipped out.

The oil as it comes from the presses contains more or less of finely crushed flax which must be removed by filtering, which is accomplished by passing it through a kind of duck material. The filter press is a somewhat complicated affair but the filtering is accomplished by passing the crude oil through canvas. From the filter press the oil is conveyed to large storage tanks where it is kept until ready to be barreled. This is the raw linseed oil.

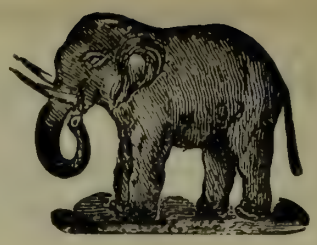
A portion of this raw oil is cooked and sold as boiled linseed oil. Oil for boiling is stored in a large tank which is equipped with steam coils. Steam is passed through these coils and the temperature of the oil gradually raised until it reaches 300 degrees, where it is held for five or six hours. This raw oil contains considerable moisture and to remove this from the boiled product a "dryer" is added during the process of boiling. This is a chemical compound which absorbs the moisture from the oil and makes it of more value for mixing with paints and varnishes for interior work.

Flax ordinarily runs around 38 per cent. oil. A sample is analyzed before it is crushed, the cake is analyzed and weighed, and so is the oil. Thus a check is constantly kept on the business, and the operator knows whether or not his mill is getting out as much oil as it should. About 8 per cent. of oil remains in the cake. Besides this comparatively high oil content, the cake is rich in protein and makes an excellent feed for all kinds of stock. The oil mills of the States are favored with a home market for a much larger percentage of their cake than are Canadian mills. They also have a larger sale for the oil and can thus make real lively competition for Canadian manufacturers. This industry is one which is closely connected with the farmer, and is one destined to assume much larger proportions in the west. A visit through a large oil mill will prove very interesting and would be worth the time of any of our readers if ever they are where such a mill is located.

LOOK AFTER THE BRUSH TRADE.

Hardware dealers frequently fail to carry a sufficient stock of brushes suitable for painters' work, and this sends trade to other channels. On the other hand some hardwaremen supply painters with brushes at very close prices in order to get other business in oils, paints and glass, even going so far as to permit painters to look at visiting traveler's samples to select what they require.

Brush manufacturers, as a rule, do not care to sell direct to painters, but if hardware merchants do not look after their interests, they may lose it to the paint and oil speciality houses who are looking for painters' trade.



IMPORTANT TO ARCHITECTS

Microbes or Bacteria cannot live where the Canada Paint Company's Paints, Stains and Varnishes are plentifully applied.

The "Elephant" Brand

of Genuine White Lead—the Painter's Choice and the Storekeeper's Favorite.

Its reputation has stood supreme for fifty years.

Amberite Floor Enamel

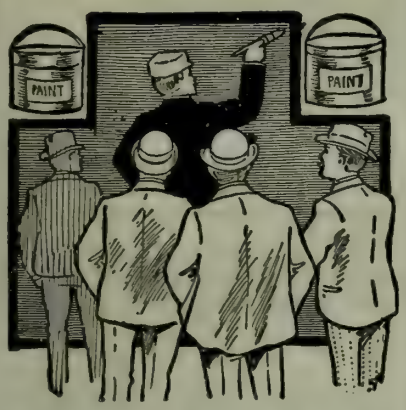
Totally unlike any other floor covering.

Ask your dealer for the Amberite Floor Enamel card of colors.

Easily applied by Painters or Amateurs.

THE CANADA PAINT CO.

ABOUT WHITE LEAD



When you have trouble with those other leads you have been buying turn again to the popular favorite,

RAMSAY'S EXTERIOR WHITE LEAD

When we first introduced this lead many others tried to follow and imitate, but they have all fallen away and left Ramsay's Exterior in control.

Do you know that in Ramsay's Exterior you get a lead that is better and whiter than any.

STRICTLY PURE WHITE LEAD

We have a booklet to send you that will prove it, and that means money to you.

Enquire about

Ramsay's Exterior Lead

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842 — The Paint Makers

There is no Experiment Selling New Era House Paint

It is so well advertised, known and used that dealers who do not handle it, soon realize they are neglecting their own interest as well as that of their customers.

NEW ERA PAINT will hold its color better, last much longer, give a better finish, cover more surface and withstand the weather better than many higher priced brands. New Era is perfectly pure and is sold at a moderate price.

Write for New Catalogue and Trade Discounts.

Standard Paint and Varnish Company Limited

Windsor, Ontario

Buy White Lead at a Cut and Sell at a Profit

¶ You can buy Standard White Lead at **5c.** per pound in ton lots, at **5¼c.** per pound in less than ton lots—that means a good profit to you on your White Lead Sales

Standard Lead is most satisfactory—has been handled by dealers all over Ontario for years—has stood the test of wear and weather—pleases dealers, painters and house-owners.

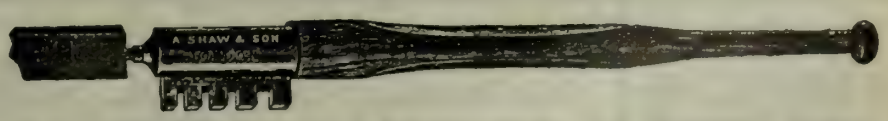
¶ FREE SAMPLES of Standard Lead sent with every 200 pounds opening order to give to leading painters and lead users in your territory. Free electros for newspaper advertising; lots of snappy advertising literature sent with every shipment.

¶ Make up your order right away for your Fall Trade so we can get free samples and advertising in your territory at once.

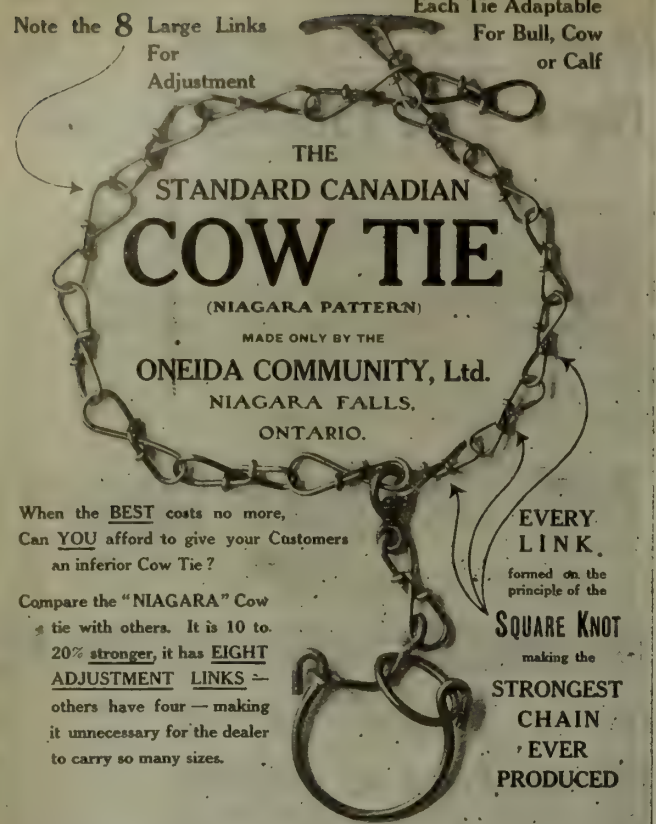
The James Robertson Co., Limited
GRINDERS OF WHITE LEAD
MANUFACTURERS OF PAINTS, COLORS, ETC.
267 King Street West, TORONTO, Ont.

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.

Manufacturers — RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENTS
Godfrey S. Pelton & Son, 203 St. Nicholas Building, Montreal



Axoline Axoline Axoline

WONDERFUL! WONDERFUL! WONDERFUL!

AXOLINE is the most wonderful Metal Cleaner in the world.

It is easy to say that.

LET US PROVE IT.

IT IS 75 PER CENT. CHEAPER than any other METAL Cleaner and yet it will make MONEY for you.

IT EXCELS FOR BRASS. It sells readily to the big buildings such as Banks, Public institutions, Railways, etc. ***In Brass alone it would prove a seller.***

But it cleans COPPER, NICKEL, PEWTER, TINPLATE and other METAL WARES.

It costs little and you can sell it on sight.

WRITE TO-DAY FOR THE AGENCY

Send ten cents for generous sample and mention this ad

THE ANGLO-FRENCH IMPORTING COMPANY

232 LEMOINE ST. :: MONTREAL

Both Right

As you know, you can't afford to take a chance with your customers by carrying in stock poor fillers or finishes. Some dealers are particular about their stock of finishes, but neglect the fillers—hence some paint makers slight the fillers in the making.

Martin-Senour
FILLERS and FINISHES

are both right. The same care is taken in making our fillers as in making our finishes. A poor filler makes a poor job that a good finish don't always save. Only the very finest ingredients known for producing satisfactory results are used in our factories. Our fillers are famed for their showing up any wood at its very best—and our finishes are unsurpassed for beauty and wear—yes, our fillers and finishes are ***both*** right. An order will prove it.

THE MARTIN-SENOUR CO., Ltd.

Pioneers Pure Paints

MONTREAL — **The Winnipeg Paint & Glass Co., Ltd., Winnipeg**

CHICAGO — **The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.**

Island City Liquid

House Paints

Barn Paints

Roof Paints

Are Good Paints

Backed by Our Guarantee

MANUFACTURED BY

P. D. DODS & CO.
Limited

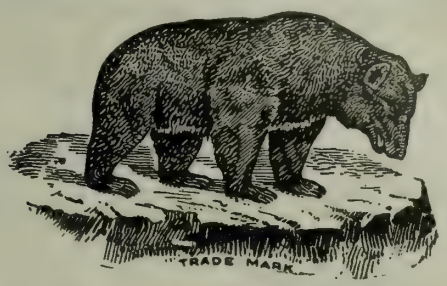
AGENCIES

The Western Paint Co. - Winnipeg, Man.
J. H. Morin & Co. - - Toronto, Ont.
The Capital Paint & Oil Co. - Ottawa, Ont.

HEAD OFFICES AND WORKS
MONTREAL

There Could Be No Greater Tribute

to the quality of Bear Lamp Blacks than that paid annually by the largest Paint Grinders in the Country by placing their contracts with us.



Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

For sale by jobbers in paints.

E. FIELDING, AGENT FOR ONTARIO

Wholesale quantities only

OIL TANK PERFECTION

Complete as a circle

THE BOWSER
SELF MEASURING
OIL TANK

The Bowser does everything that you could expect a machine to do.

It will put just the right quantity into the can, and tell you how much to charge for the oil.

This is all done in an instant and without spilling a drop.

Bulletin 5455 will tell you many more things a Bowser will do for you. Better send for it before you forget.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

BUSINESS CHANCES.

FOR SALE BY ASSIGNEE—HARDWARE, STOVE and tinware business for sale at Parkhill, Ontario. Stock about $2,500. Splendid opening for live man. Address, C. A. Gibbs, Parkhill, Ont. (36)

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

FOR SALE—Hardware, stove and plumbing business in one of the best towns in Ontario. Stock about $5,000. Address, P. O. Drawer 737, Owen Sound. (35)

OLD ESTABLISHED HARDWARE STORE and tinware business for sale, located in splendid farming and dairy district. Carrying stock between $7,000 and $9,000. Would sell workshop separate. Would accept low price for immediate sale. Box 872, HARDWARE AND METAL, Toronto (tf)

BUSINESS WANTED

GOOD PAYING HARDWARE BUSINESS in a live place of good opportunities. Address, W. H. Stafford, Rednersville. (35)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

HARDWARE CLERK WANTED at once for Ottawa. Good salesman, able to dress windows. Address, giving references, experience, and state salary, Box 882, HARDWARE AND METAL, Toronto. (36)

TRAVELING SALESMEN WANTED for western Canada; those accustomed to estimating on steam work preferred; splendid opportunity for right men. Write or call on Waldon Company, Winnipeg, Heating Engineers. (35)

SITUATIONS WANTED

ASSISTANT, 29, recommended by employers, 13 years sound experience in the general furnishing and builders' hardware—ranges, grates, tools, etc. Knowledge of books. Apply Box 881, HARDWARE AND METAL, Toronto. (35)

FIRST-CLASS builders' or general hardware man open for engagement. Fourteen years experience. Address Box 883, HARDWARE AND METAL, Toronto. (36)

SITUATION WANTED—By a man thoroughly posted in the hardware and stove business. A1 references. Single. Address Box 880, HARDWARE AND METAL, Toronto. (35)

YOUNG MAN, 25 years of age, good habits, best of reference from wholesale representatives, past and present employers, at present managing retail store, stock $8,000, open for engagement after September 1st. State wages paid in replying. Box 871, HARDWARE AND METAL, Toronto.

MISCELLANEOUS

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The Light Touch MONARCH is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King St. West, Toronto, Ont.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept 10 Front St. East, Toronto.

IF YOU ARE A GOOD SALESMAN and can furnish satisfactory references we can place an attractive proposition before you whereby you can build up a permanent income. Give full particulars of experience and how you are now employed. Enclose references. Box 319, HARDWARE AND METAL, Toronto.

MISCELLANEOUS

AT THIS SEASON OF THE YEAR we hold a clearance sale of rebuilt Second hand Typewriters; all makes represented; some relatively new and all are bargains; write for list. The Monarch Typewriter Company, Limited, 98 King St. W, Toronto, Ont.

SHOW CASES AND STORE FIXTURES for every business. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont. (tf)

THOUSANDS OF DOLLARS go astray in the mails every year. You should therefore insure against a possible loss by sending your remittances by Dominion Express Company Money Orders and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge. The Dominion Express Company also transfers money by telegraph and cable, and buys and sells Foreign Money. If you want to send money to any part of the world the Dominion Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (tf)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

WANTED—Travelers in each Province of the Dominion, calling on the hardware and furniture trades, to sell Allwin Folding Go-Carts. "The largest, most complete and attractive line on the market." Liberal commission. Address Sidway Mercantile Co., London, Ont., stating concerns already represented. (37)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto.

SITUATIONS VACANT

TRAVELERS WANTED for small towns and villages in Eastern Ontario and Quebec calling on hardware and implement dealers to handle as a side line the best established line on the market, commission basis. Reply, giving experience and territory covered, Box 879, HARDWARE AND METAL, Toronto. (35)

WANTED—First-class hardware clerk. Must be a good stock-keeper. Both languages necessary. Position permanent for the right man. State salary expected. Apply to D. Courville, Vankleek Hill, Ont. (36)

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions inside.

Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1188-92-94 HARRISON AVE.,

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GILBERTSON'S COMET

Gilbertson's Sheets and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized Flat Sheets that are unequalled as to flatness, absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

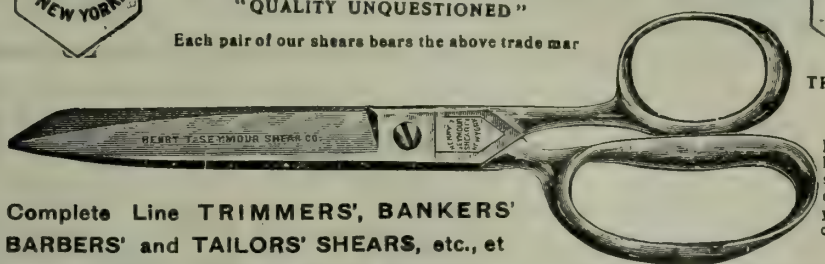
have been the Standard for over seventy yea

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mar

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



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Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., et

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS' SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.

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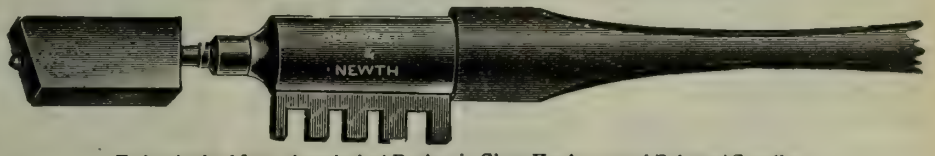
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



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Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

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HESPELER . . . ONTARIO

BUILDING PAPER FOR ANY CLIMATE

is the only practical kind. When you can tell your customer that OUR READY ROOFING is sound all through; that our 2 and 3 PLY will last longer than any other; that our WRAPPING PAPERS and CYCLONE SHEATHING are unique—that means sales.

We Make a Fine Line of Wrupping Papers.

All of these papers are made under the supervision of experts and our experience of years is behind them.

JOLIETTE and CYCLONE, also 2 and 3 Ply SHEATHING

BLACK DIAMOND TARRED FELT

THE ROOFING HOUSE OF CANADA

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson s ... per lb.	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; cc. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal Extra, 12c. per lb.; No 1 10c.; 2, 8c.; 3 7c; Langwell's special anti-friction metal, 1 c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round ...	0 22
Tubing, seamless base, per lb......	0 22
Tubing, iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb	
Casting ingot.......	14 25	14 50
Cut lengths, round, bars, ½ to 2 in...		21 00
Plain sheets, 14 oz.		21 00
Plain, 16 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base		26 00
Braziers' (in sheets), 4x8 base		20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60
Galvanized—	Dom.Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
.....	9 40	9 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20....	3 70	3 50	3 65	....
22-24....	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28......	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. " 28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		19 25
Middlesboro, No. 3 pig iron..	16 75	19 50
Summerlee, No. 2 " ..	19 00	20 00
Carron No. 1	20 50	....
Carron, special	19 50	....
Carron, soft	19 00	....
Cleveland, No. 1	17 50	20 50
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (Soo)....		25 00
Angles.... base	2 60	2 60
Common bar, per 100 lb	1 85	1 95
Forged iron	2 00	2 10
Refined "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel	1 85	2 05
Sleigh shoe steel	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel	0 15	0 15
Toe calk steel	2 35	2 50
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	....
Cammell Laird		0 16
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $33 50 32 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50
Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 6 75
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge, case lots	25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 50	3 60
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, 1c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass	0 10	0 09½
" yellow brass	0 08	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 50	14 00
Stove plate	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers	0 07½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M T. Globe, Angle and Check Valves, 55; Standard, 65 per cent
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick - Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c
Kerr Jenkins' disc, standard valves, 62½ p c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c; Jenkin disc and quick opening hot water radiator valves, 7? p.c
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged 62½ and 10 p.c.
Kerr N P Union elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " " ...... "	1 65
No 7 Fuller " " .... "	2 00
No. 4½, " ..... "	2 00
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

OILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC

Bath tubs, 5 feet 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30 $7 65
Flat rim sinks 15 x 24 $2; 18 x 30, $2.35; 18 x 36, $3.50
Low down closet combinations, $14.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 16	¾ "	4 31
1 "	4 54	1 "	6 19
1¼ "	6 19	1¼ "	8 44
1½ "	7 43	1½ "	10 13
2 "	9 90	2 "	13 50
2½ "	15 81	2½ "	21 56
3 "	20 76	3 "	28 31
3½ "	26 13	3½ "	35 63
4 "	29 70	4 "	40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb......	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	[illegible]
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	[illegible]
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09

The Best Seller of Its Class

is the **"Pyramid" Magnetic Razor**

It retails at $2.00 and is a good line to specialize on. For fineness of material, finished appearance and keenness of edge it cannot be surpassed.
Quality is in the goods and so is satisfaction.
LEADING CANADIAN JOBBERS HANDLE IT

Manufactured by

Nixon & Winterbottom, Limited, Sheffield, England

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.O.		1 35
Brandram-Henderson's "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 16½
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 75 0 80
Linseed Oil, " raw	0 63½ 0 63½
" " boiled	0 66½ 0 66½

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 35
Decorators' Pure	5 85	6 10
No. 1 Canadian	5 50	5 75
Munro's Select Flake White	6 10	6 35
Elephant Genuine	6 10	6 35
Tiger Pure	5 75	5 85
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 75	7 00
" Anchor," pure	5 65	5 90
Ramsay's Pure Lead	5 65	6 00
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		6 00
Robertson's C.P., lead	5 60	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00
No. 1, casks, per 100 lbs	4 00	4 00
No. 1, kegs, per 100 lbs	4 50	4 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" No. 1		0 90
" union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize" Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 15 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 8
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60", per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 55 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 70	1 75
Belgium	1 80	1 90
White Bros. English	3 00	3 05
" Lafarge " cement in wood	3 40	
" Iron Clad " cotton	2 10	
Iron Clad " paper	2 15	
" wood	2 25	
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	4 95	

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in.	"	7 00
" " 6-in.,	"	6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 25
over 12 in. " 3 25
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—
½ x 5 per gross 2 25
5-16 x 5 " 3 40
Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 50 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	3 20
Solid, 3 to 12 lbs	0 95

SASH CORD.

No 12, per lb	0 27

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	0 12

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	14 40	32 00

AXES AND HATCHETS

Single bit, per doz	6 00	8 00
Double bit, "	9 60	11 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	4 50	6 85

BITS.

Ford's auger bits, 30 and 10 per cent
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS

Cold chisels, 5 x 6 in, doz	2 70
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 53

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities. 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, 7 oz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 2

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 17 cents per lb.
Pick handles, $1.85 dozen.
Prospectors' hammers, 20 cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

Amatite ROOFING
TRADE B MARK

The Paterson Mfg. Co., Ltd.

MINERAL SURFACE NEEDS NO PAINTING

AMATITE roofs need no painting. The owner need never look at them; they take care of themselves. They are "no-trouble" roofs. They present to the weather a *real mineral surface* against which storm and wind and snow are absolutely powerless. This surface does not require constant painting like the smooth surfaced or so called "rubber" roofings. The mineral surface is far better than paint.

Of course before Amatite came, the "smooth surfaced" roofings were the best kind to buy. Now that Amatite has been invented and thoroughly tested by years of use, painting a roof is wasteful and unnecessary. The cost of painting a "rubber" roofing from year to year will soon cost more than the roof itself. That is why everybody who knows about roofing is buying Amatite nowadays. *It needs no painting.*

Amatite is easy to lay. Anyone can do the work. Large headed nails and liquid cement come free with every roll.

We shall take pleasure in sending you a sample of Amatite with our compliments upon request. Address our nearest office.

TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N. B., HALIFAX, N. S.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 15 per cent

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

adian discount, 4) p c.

SCREW DRIVERS.

Sargent's ......per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 and 2½ p.c; No. 3 and 4 grade, 5. and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft, each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 2)

TROWELS.

Disston s, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	. ..	50
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
orm King and safety hangers	....	7 00
' rail	....	4 25
wn	......	4 85
cent	....	6 50
rereign	....	7 25

hicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅝-inch....per gross	....	9 00
" " ¾ " .... "	....	10 00
" " ⅞ " .... "	....	12 00
Leather, 1-inch ......per doz.	....	4 00
Leather, 1¼ " ...... "	....	5 20
Web ...... "	....	2 45

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31
Niagara Spray Nozzles, doz ...	8 30

Less 5 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11¼
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½
Buckworth, per lb	0 10½

VISES.

Wright's	....	0 13½
Berg's, per lb	....	0 12½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	5 00
Buckworth, per lb		0 12

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
C ewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern. No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6 00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.

Bench, wood ......per doz.	5 00
" iron ...... "	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent

SPORTING GOODS.

CARTRIDGES

"Dominion Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c,

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring, 40c.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and
Hutton's "Cross Arrow" flatware, 42½ "Singalese" and "Alaska" Nevada ver flatware, 42 p c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40 pruning, 70.
Seymour's, 50 and 10 per cent.

CLAUSS RAZOR STROPS

A good strop is as essential as a good razor. Combine the two and you have perfect satisfaction; separate them and you have trouble.

Clauss Strops are Guaranteed to give Perfect Satisfaction

MERCHANTS, WRITE FOR CATALOGUE AND DISCOUNTS

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.
Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.
Asbestos mats, 50 p c.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 and 5 p.c.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c

LAMP WICKS.
Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts			2 65
3 " " "			3 35
4 " " "			4 25
5 " " "			5 75

FAUCETS.
Common, cork-lined, 35 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths			2 40
10 " " "			2 85
12 " " "			3 30
15 " " "			4 30

FACTORY MILK CANS.
Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.
Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast per doz.		6 75
Lift Tubular and Hinge Plain, "		5 00

Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE
Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

PIECED WARE.
Discount 40 per cent.
12-qt. flaring sap buckets, 40 per cent.
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7	50
Eureka tinned steel, hooks	8	00

SHEET IRON WARES
Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 5 and 10

STOVE BOARDS
Lithographed, 60 and 10

OIL STOVES AND OVENS
Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7	00
7 inch " "	7	50

Nestable, discount 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1	22
7-inch "	1	35

Polished, 15c per dozen extra.
Thimbles, 70 p c.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain and retinned, 75 and 12½.

WIRE

ANNEALED CUT HAY BAILING WIRE.
No. 1 $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½ $4.10; No. 14 $4.25; No. 15, $4.50; in lengths 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.
High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.
Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.
Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $3—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.
$2.25 base f.o.b., Montreal.

GALVANIZED WIRE.
From stock, f.o.b. Montreal — 100 lb., Nos. 4 and 5, $2.75; 6, 7, 8, $3.70; 9, $2 25; 10, $2.75; 11, $2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $3.30; No. 10 gauge, 5c extra; No. 11 gauge, 10c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.
Galvanized oard, f.o.b. Montreal $2.65 for small lots and $2.55 for carlots
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2	75
Plain	2	50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Mops, per doz	1	20	1 50
Folding ironing boards	16	25	18 00

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.
Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz. 7 80
Common doors, 2 or 3 panel, grained only, 4-in., style per doz. 8 10

WASHING MACHINES.

New Ontario	41	25
Round, re-acting per doz.	78	75
Square "	77	50
Downwell	48	75
New Century, Style A	93	75
Ideal Power	165	00
Daisy	67	50
Stephenson	74	00
Puritan Motor	165	00
Connor, improved	48	75
Ottawa	51	25
Connor Ball Bearing	108	75
Connor Gearless Motor Washer	172	50

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz	42	25
Improved Royal Canadian, 11 in	44	75
Size, 10 in., per doz	43	25
Bicycle, 11 inch	54	25
Trojan, 12 inch	97	50
Challenge, 3 year, 11 in	45	75
Ottawa, 3 year, 11 in	52	00
Favorite 5 year, 1 in	53	00

20 per cent.

MISCELLANEOUS

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cen
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.
Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger 0 21	0 22
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.		27
Wrapping, cotton, 3-ply	0	35
4-ply	0	29
Mattress twine per lb.	0 32	0 45
Staging "	0 27	0 35

BINDER TWINE.

500 feet, sisal		0 08½
500 " standard		0 08½
550 " " manilla		0 09½
600 " " "		0 11½
650 " " "		0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25		0 37
Hindostan "	0 06		0 10
" slip "	0 18		0 20
" Axe "			0 10
Deer Creek "			0 10
Deerlick "			0 25
" Axe "			0 15
Lily white "			0 42
Arkansas "			1 50
Water-of-Ayr "			0 10
Scythe per gross	3 50		5 00
Grind, 40 to 200 lb., per ton	20 00		3 00
" under 40 lb., "			4 00
200 lb. and over			60 00

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Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.
J. H. Roper & Co., Montreal

Metal Shingles, Sidings, Etc
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John. & Sons, London, Eng.

Mining Drills
Wm. Jessop & Sons, Sheffield, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Canada Screw Co , Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Hassall, Jno., 183 Lafayette St, New York
Maritime Nail Co., St. John, N.B.
Montreal Rolling Mills, Montreal
The Parmenter & Bulloch Co., Gananoque, Ont.
Jas. Pender & Co., Ltd , St. John, N.B.
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg.Co., Toronto, Ont.
Wright, E.T., & Co. Hamilton Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co., London, Ont.

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Gutta Percha & Rubber Co., Toronto

Paints, Oils, Varnishes, Glass.
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Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
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McCaskill, Dougall & Co., Montreal.
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Kerr Engine Co., Walkerville, Ont.
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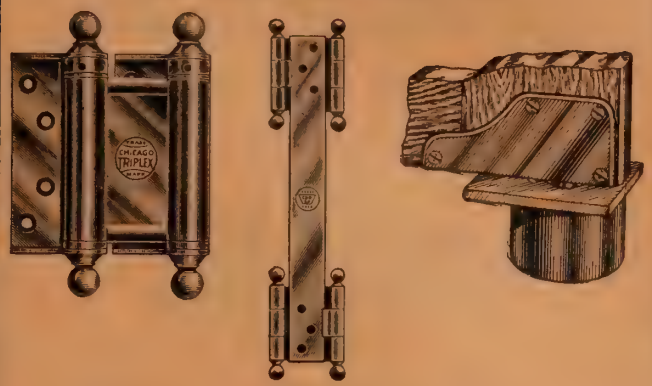

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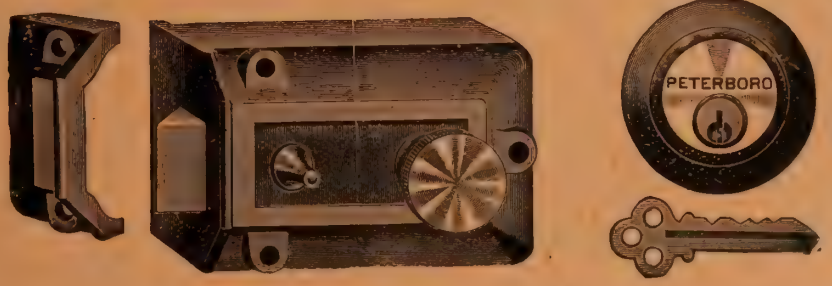

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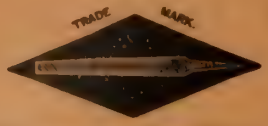

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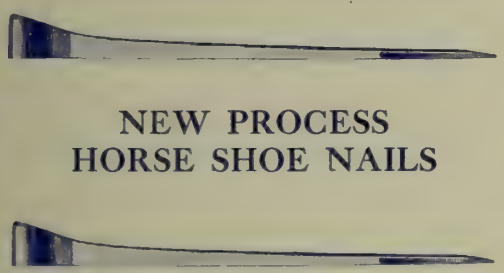

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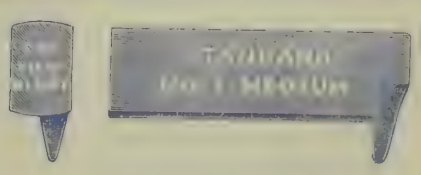

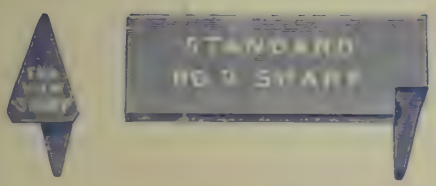

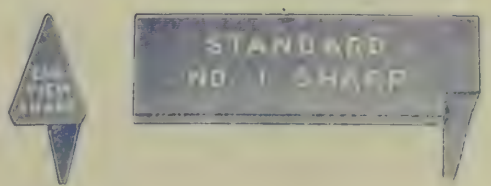

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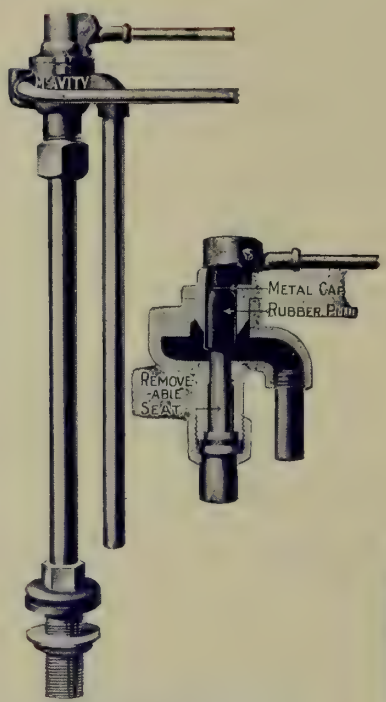

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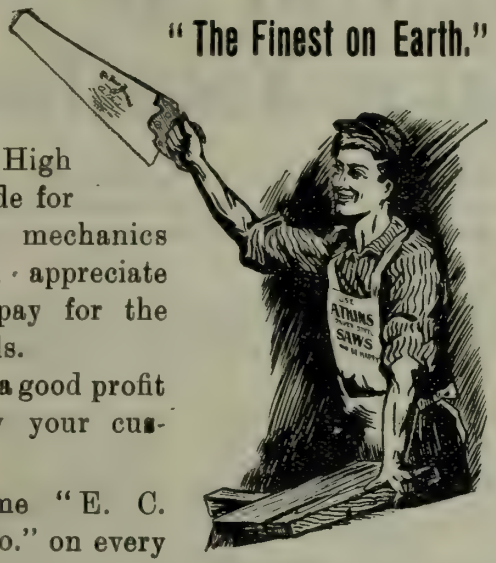

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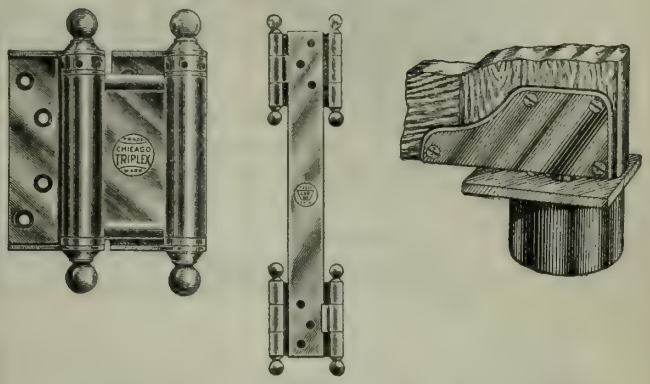

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NONE BETTER
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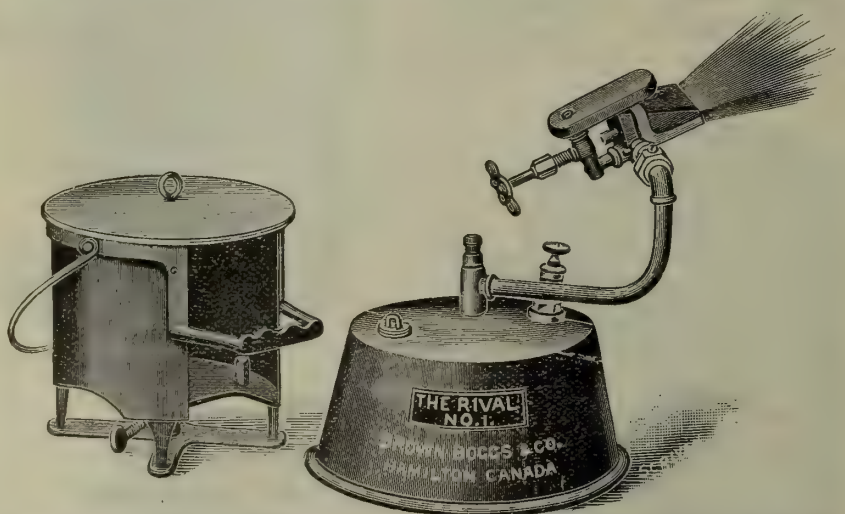

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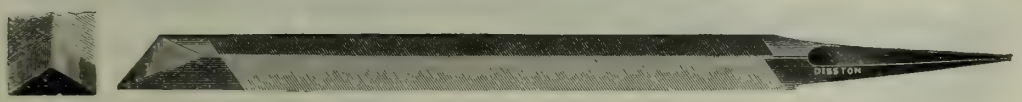

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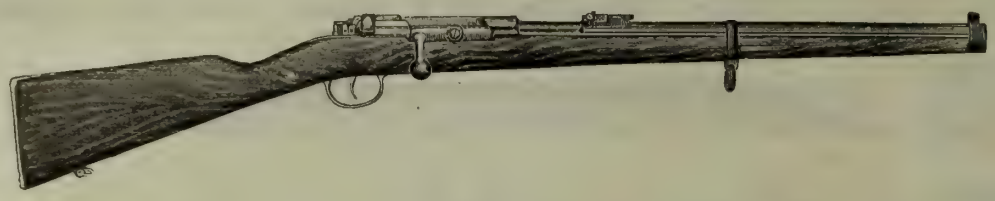

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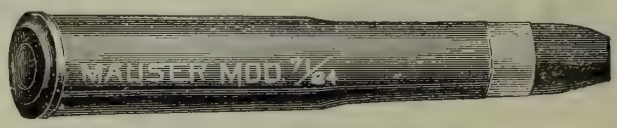
¶ Very Strong and Light in Weight, making it a Handy Rifle in the Bush.

They have been used, but are all Guaranteed Satisfactory.



Mauser Cartridges

Ball-Packed, 10 and 20 in package. Shot-Packed, 20 in Package. 1000 in a case

WRITE FOR PRICE ORDERS SHIPPED PROMPTLY

Ask our Travellers to show you Sample

F.&W.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

F.&W.

How Is Your Trade With The Carpenters?

The quality cannot be too good to meet the requirements necessary to build the first-class building. Everyone likes to have his building first-class. We have always endeavored to carry

A Complete Line of

Front Door Sets
Inside Door Sets
Rim and Mortise Locks
Squares, Blued, Polished and N.P.
Carpenters' Aprons
Planes of Different Makes
Rules of all kinds
Tape Measures

Hand and Rip Saws
Nail Hammers
Chisels, Socket and Tanged
Plastering Tools
Steamfitters' Supplies
Glass, Single and Double Thick
Paint and Varnish Brushes
Door Hinges

LET US HAVE YOUR ORDER NOW.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware Merchants
TORONTO

Our prices are right — *Graham Nails are the Best* — *We ship promptly*

DISSTON

SAWS, TOOLS AND FILES

MADE
SOLD
USED **On Merit**

AND THE CONFIDENCE PLACED IN THE QUALITY AND EFFICIENCY OF THE

DISSTON BRAND

SHALL BE AS WELL-DESERVED IN THE FUTURE AS IT HAS BEEN DURING THE PAST

SIXTY-NINE YEARS

HENRY DISSTON & SONS

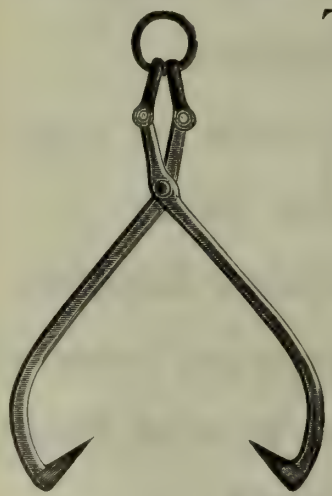
INCORPORATED

Keystone Saw, Tool, Steel and File Works PHILADELPHIA, PA.

CANADIAN WORKS: 112 Adelaide St. East, Toronto, Canada

BE READY

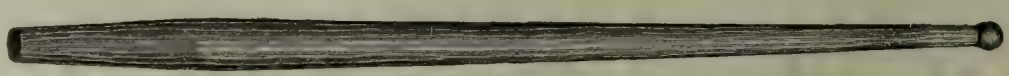
TO SUPPLY THE LOGGERS



Large stocks on hand aud prompt shipment guaranteed.

Camps will be started soon and Logging jobbers are always in a hurry for supplies, such as:—

Cant Hook Stocks
Loading Blocks
Skidding Tongs
Saw Wedges
Cant Hook Steel,
Etc.



Canadian Logging Tool Company, Limited

SAULT STE. MARIE - - - ONTARIO

GENUINE

PARKER VISES

ARE EASIEST TO SELL

Because:

For 70 years Parker Vises have had the highest reputation for endurance and quality among mechanics.

They give better service than others in all classes of work.

Your Trade will pay the price for them

PARKER'S NEW "SERIES"

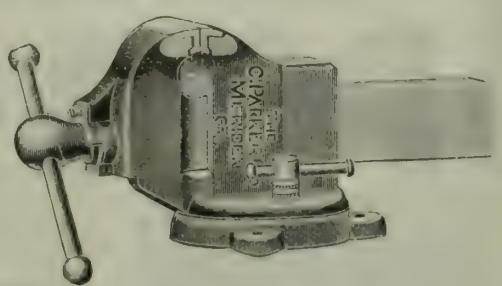
Show a Further Advance in Vise Making

THEY ARE MADE FROM SEMI-STEEL

A new patented reinforced sliding jaw, consisting of a solid steel bar inserted the entire length of the slide and thoroughly welded into the casting, makes the sliding jaw practically unbreakable. Guaranteed the strongest and most durable vise on the market.

We illustrate one "Series" for general use:

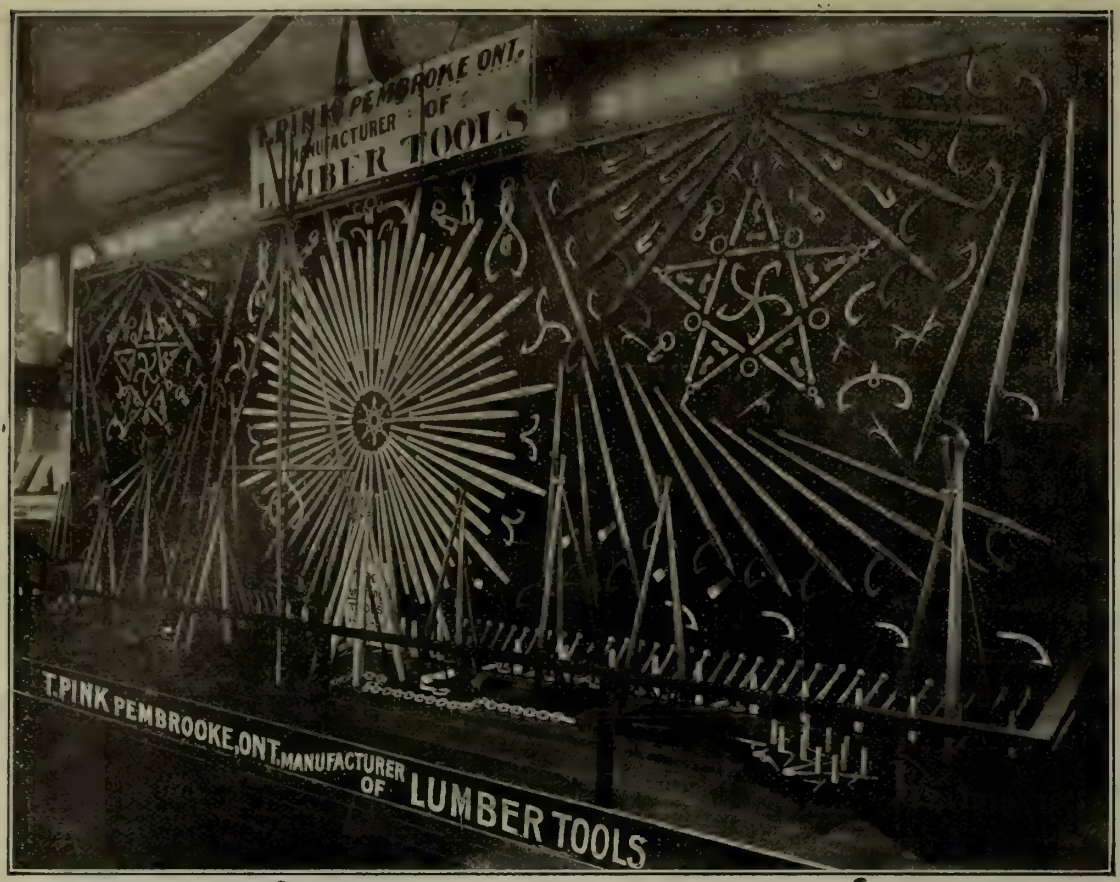
	Weight	Width Jaws
No. 229	36 lbs.	3½ in.
" 239	54 "	3¾ "
" 249	75 "	4¼ "
" 259	95 "	4½ "
" 269	143 "	5½ "
" 279	165 "	6¼ "



Write for complete Parker Catalogue, which illustrates Vises for every purpose

Caverhill Learmont & Co.

Montreal and Winnipeg



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

METALS

Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Simonds' "Crescent Ground" Cross-Cut Saws

The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B**

"Comparisons Are Odious"

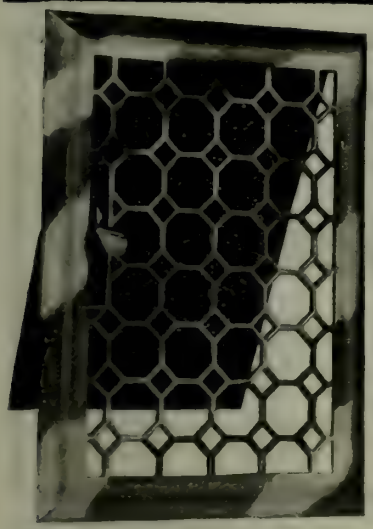
We are not going to compare our products with those of another make but would just like to point out what splendid sellers are our

BRUSHES, BROOMS AND WOODENWARE

——AND THERE'S GOOD PROFIT FOR YOU——

Thomas Bryan, Limited, London, Canada

*Western Representatives :—***WINNIPEG PAINT and GLASS CO., Ltd., Winnipeg, Calgary and Edmonton**



LOOK AT THIS !

Vertical Dominion Wafer Register

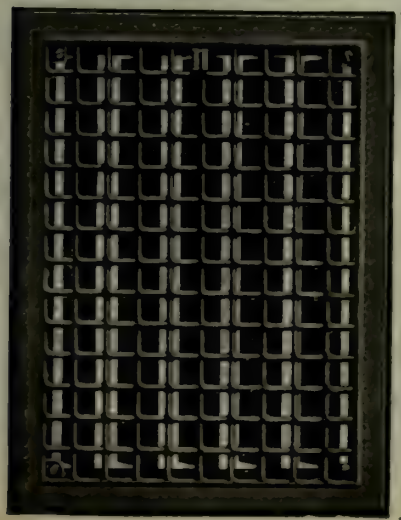
The design is Moorish, the finish first-class and the effect pleasing. This register, which is also built horizontally, is used for first floor rooms, and is drilled ready for insertion of screws to attach to the base-board.

The lever is nickel-plated, and the fans are painted vermilion. The register proper receives two coats of enamel and is thoroughly baked, being ground first of all to a smooth finish.

Let us send you Quotations.

MANUFACTURED BY

A. WELCH & SON, - Toronto, Ont.



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY Co.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. Office: CHICAGO, ILL

Crescent Brand

Registered

IMPORTANT ANNOUNCEMENT

There is a gradual rise taking place in the value of all commodities.

Deliveries of raw material are not so prompt as they have been.

Good buyers seem to have come to the conclusion that it is good business to anticipate their wants some time into the future.

Authorties have recently expressed their opinion that the balance of this year and next year will be the busiest in the history of Canada.

Only a short time ago it was necessary for buyers to look ahead and anticipate their wants for six months.

PRICES TO-DAY ARE AT THE BOTTOM

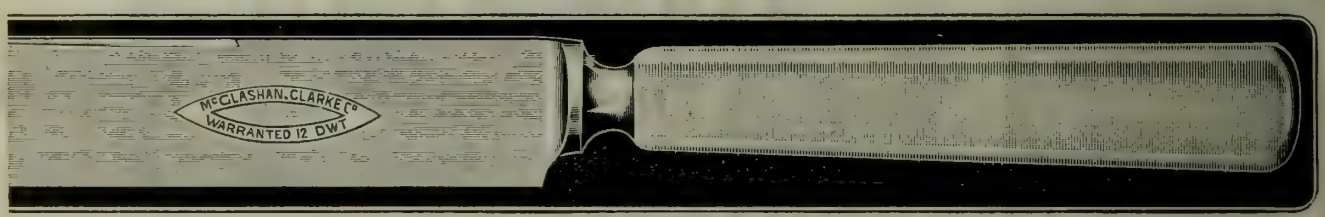
There will be a wonderful revival in most all lines of business — none more so than in Steel and Iron Hardware.

We have backed up our belief in an increasing business by building large additions to our plant, installing modern machinery, making large purchases of raw material, and recommend that our customers buy promptly and liberally to insure prompt delivery when the rush season opens.

Of course you will want the best; so order Hinges, Butts, Plated Butts, Brackets, etc., etc., from us.

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, ONTARIO



Are you stocking this SPLENDID SELLING LINE?

Our knives are made of the best crucible steel, are finished with the utmost skill, and are carefully hand-burnished. Done up in neat racked boxes, containing half dozen each.

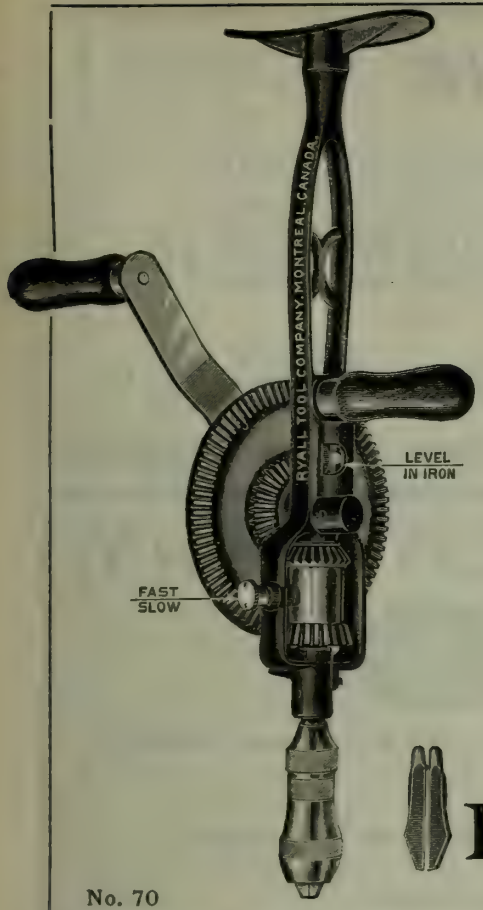
The McGLASHAN, CLARKE CO., Ltd., NIAGARA FALLS, CANADA

AGENTS: J. MACKAY ROSE, 88 McGill Street; Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch



No. 70

No. 70 Breast Drill

Manufactured by

Ryall Tool Company, Montreal, Canada

RYALL TOOL CO. Breast Drill is carefully designed and proportioned, durable, easy working and strong.

FRAME—Finished in black and yellow enamel.

HANDLES—Polished Hardwood.

BREAST PLATE—Adjustable to any position.

GEARS—All gear teeth cut from solid metal, and the small pinions from rolled steel bars. Double gears equalize the bearing.

CHUCK—Nickel-plated with knurled sleeve, holding round or square shank drills. Two (2) pairs of jaws supplied with each drill.

LEVEL—Is set in perfect alignment with the chuck and handle, which enables the drill to be held true. It is set in solid iron where it can be seen while in use, and is protected from all but intentional injury.

SPEEDS—Two speeds, one approximately three times faster than the other; readily changed to fast or slow by turning the knurled nut on the frame marked "F" and "S," at the same time turning the large gear slowly so the clutch may drop in.

SPINDLE—Runs in case-hardened, anti-friction cone bearing.

Length: 16 inches over all. Weight: 61 lbs. per doz.
Packed one drill only in a linen reinforced cardboard box.

Write for Catalogue.

DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.

"ALWAYS ON THE JOB"

THAT'S OUR

"FAMOUS OIL HEATER"

¶ The easiest to operate, safest, strongest, oil heater on the market.

¶ Gives perfect service in parlor, dining room, bed room, kitchen, office, study, barber shop or church.

¶ Just the thing for a chilly evening.

ORDER NOW

London Toronto Vancouver St. John, N.B.

McClary's

Montreal Winnipeg Hamilton Calgary

LET THIS IDEA SINK IN

Here's an idea for the wide-awake hardwareman—SELL STRUCTURAL STEEL. It is being used more and more on all classes of buildings, and YOU might as well profit by it as the next man. It is right in your line, too! We will assist you, quote you close prices, and protect you in every way. Write us.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

Stop the Leaks

The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

are sole makers of the fence with a special exclusive feature. The

DILLON HINGE STAY

The Hinge Stay is a joint in the upright at every strand wire. The fence will give under pressure without bending the stays. This causes the fence always to stay up and never sag.

There is no fence as satisfactory to sell as the Dillon Hinge Stay. It will, moreover, yield you a good profit.

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Metal Side Walls

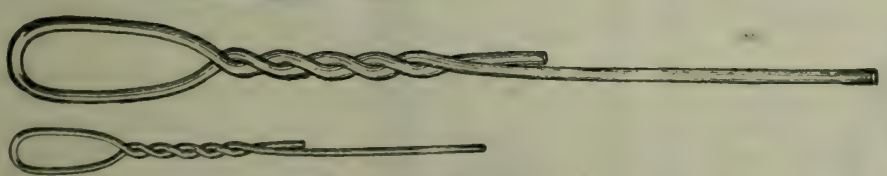
Every public building in your town should have metal ceilings and side walls. It is our fault and yours, if they haven't. Let's get after them. Send us the names of people in your town who might be interested in sheet metal interior decorations, and we'll stir them up in your behalf.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

Annealed Hay Baling Wire

supplied in lengths, cut and straightened any size

and



Single Hoop Bale Ties

ALSO

Wire Nails, Wood Screws, Bright Wire Goods

Specify for "Dominion" Goods—Quality Guaranteed

Dominion Wire Manufacturing Co., Ltd., Montreal

Get a STANDARD Horizontal BRADLEY STENCIL MACHINE and you will have a Machine BUILT FOR HARD USAGE, Rapid and EASY to OPERATE.

HAMILTON STAMP & STENCIL WORKS, Ltd.
SOLE AGENTS FOR CANADA
HAMILTON, - ONTARIO

TRADE MARK KEYSTONE BRAND REGISTERED

ANY LINE OF THE
KEYSTONE BRAND BROOMS
may be depended upon to give satisfaction and in choosing the
KLONDIKE
JUBILEE
STERLING
you get the very best as well as sufficient range of price to meet all requirements.

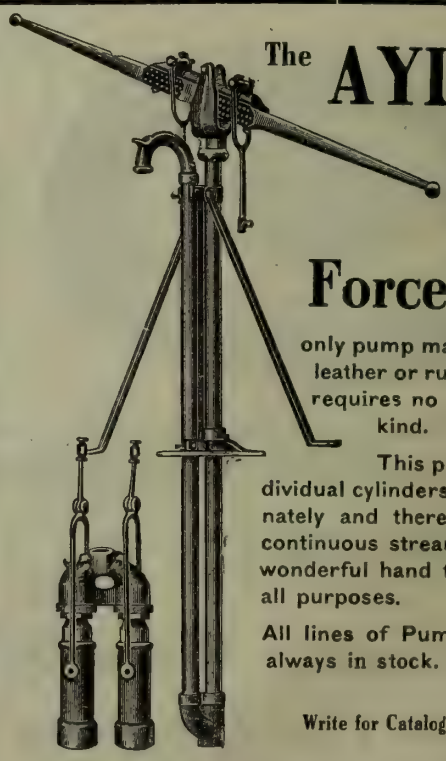
Manufactured by
STEVENS-HEPNER CO.
LIMITED
PORT ELGIN, - ONTARIO, CANADA

For Contractors' use our Diaphram Pumps are unexcelled. They will handle most anything that is wet and stand a lot of hard usage. They are always in stock here and a sample on your floor might be mutually interesting.

Always the "Aremacdee" quality, so you take no chance.

Catalogue? Sure.

The R. McDOUGALL CO.
LIMITED
Galt, Canada



The AYLMER
Double Cylinder Double Acting Hand
Force Pump
only pump made that has no leather or rubber valves and requires no packing of any kind.

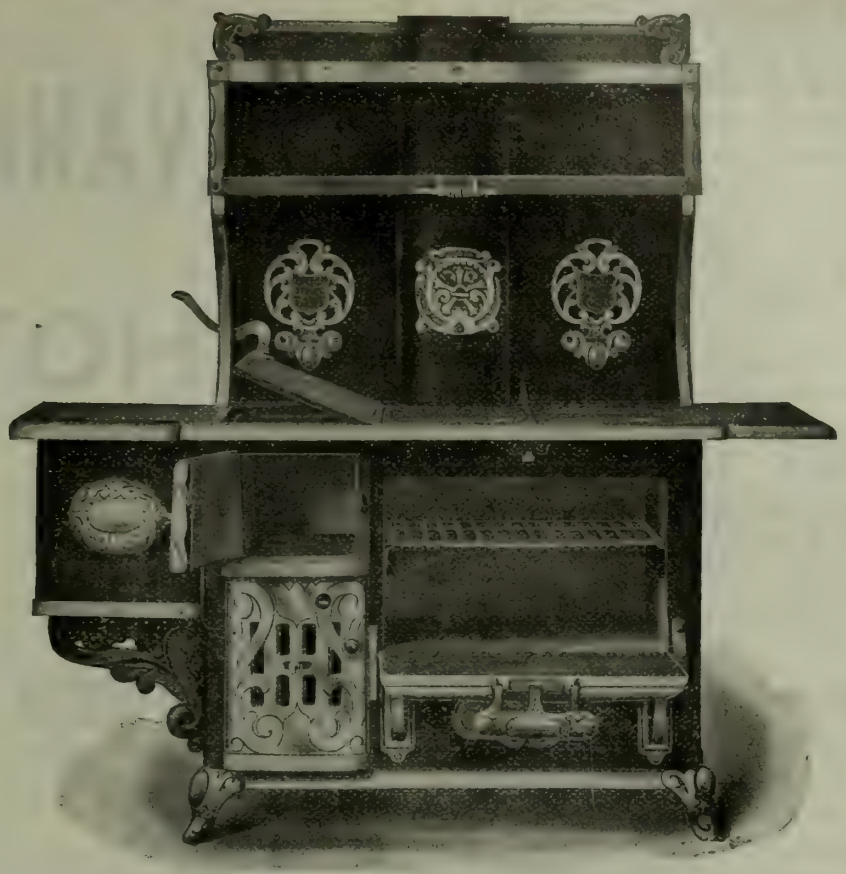
This pump has two individual cylinders working alternately and therefore throws a continuous stream and makes a wonderful hand force pump for all purposes.

All lines of Pumps and Scales always in stock.

Write for Catalogue and Prices.

AYLMER PUMP AND SCALE CO., Limited
AYLMER, - - - - ONTARIO
Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

THE MONARCH



PENINSULAR

has made a record for itself with our customers as the

"Easy Range to Sell"

Here are four reasons:

1. **The Reversible Reservoir.** This may be used at either end of the Range and the change can be made by anyone in a few minutes.
2. **The Firebox for Wood** is **27 inches long** and large enough to take very coarse, rough wood.
3. **The High Closet Door** opens like the oven door, and when open makes a large, roomy shelf.
4. **The Front Key Plate** can be raised for convenience in broiling and toasting.

In short, the **MONARCH** has all the conveniences that it is possible to put in a range, and in addition is a large, handsome steel range that will immediately impress itself favorably upon prospective buyers.

CLARE BROS & CO., LIMITED

PRESTON

Branches:

CLARE & BROCKEST - Winnipeg and Calgary
C. L. RACE & CO., - - Edmonton
J. M. KAINS & CO., - . Vancouver
THE MECHANICS SUPPLY CO., Quebec

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

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Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - - -	$1,400,000.00
ASSETS - - - - - - - - -	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

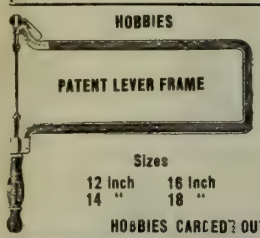
HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

HOBBIES TOOLS are "ALL BRITISH"

HOBBIES LIMITED are the only manufacturers of Fretsaw Blades Hand Frames and Fret-cutting Machines in the United Kingdom. Lists and terms will be sent on application.



Sizes
12 inch 16 inch
14 " 18 "

HOBBIES CARCED? OUTFITS

These Outfits are made in many sizes. All tools are attached by steel clips.

HOBBIES FRETSAWS

Nine sizes supplied.

BRITON FRETSAW

This is the cheapest Fret-cutting Machine in the world. Many other Fretsaws are manufactured by HOBBIES LIMITED.

HOBBIES LIMITED in response to numerous inquiries have sent their representative, MR. C.R.BLOXAM, to Canada; he hopes to call upon the principal Ironmongers, Hardwaremen and Tool Merchants:—Letters may be addressed to him, c'o. The MacLean Pub. Co; Montreal, Eastern Town'p Bk. Bldg; Toronto, 10 Front St.E; Winnipeg, 511 Union Bk. Bldg.

HOBBIES LIMITED MANUFACTURERS, DEREHAM, ENGLAND

GALVANIZING

HOT

or

Electro

Process

Best

Work

Fair

Charges

Quick

Results

The

Canada Metal Co.

TORONTO LIMITED

WRITE US

The "Nelson B" Steel Range

WITH 18-INCH OVEN

made exactly like illustration with Copper Tank, Nickel Edge, regular finish, Canada B High Closet, to retail at $35.00.

The "Nelson B" has all the good traits which have made Moffat's National Stoves famous, the weight is placed where it should be, on the Top, Covers and Firepot. You will notice that even the Rivets are just a little closer than any other make. The Nelson is guaranteed to bake with 25% less fuel than the heavy cast iron stoves.

MADE ONLY BY

The Moffat Stove Co., Limited

Weston, Ont. **Winnipeg** **Calgary**

AIR-TIGHT HEATERS

THESE are just the thing for warming up the home in the approaching chilly evenings. We have the largest stock of styles and sizes in Canada. Look over your stock and let us know what you want—we will have it.

PREPARE FOR THE DEMAND!

McClary's

London Toronto Montreal Winnipeg Vancouver St. John, N.B. Hamilton Calgary

OUR NEW CATALOGUE

No. 71

TRADE W&B MARK

Is just off the Press.

It lists our complete line and if you have not received a copy write for one to-day.

TRADE W&B MARK

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

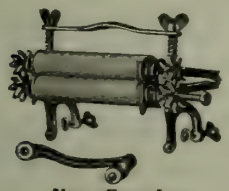
ST. CATHARINES, - ONTARIO

Seasonable Goods and Good Sellers at All Seasons

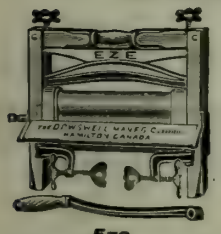
There's a reason why ***Dowswell Wringers*** have held the market for years with constantly increasing sales.
They're better made, better finished, have better rolls and wear longer than other kinds.
Thousands of women know it and go out of their way to get them. DON'T LET THEM GO TO YOUR COMPETITOR.

53 Styles - 4 Sizes

Bench



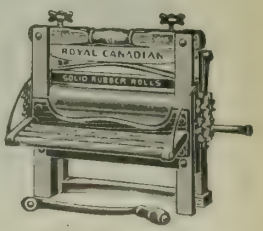
New Eureka



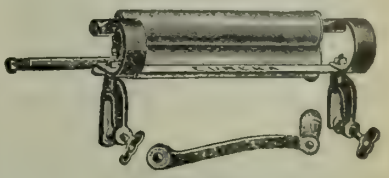
Eze

Crest

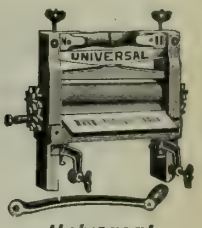
No other Wringers have a like Selling Record



Royal Canadian



Old Eureka



Universal

The DOWSWELL MFG. CO. Limited

Hamilton, Canada

SEASONABLE LINES

Fig. 395

WATER COOLERS

Nicely Japanned in Fancy Colors
and
Attractively Ornamented.

Nickel Plated Tap.

Made in Six Sizes.

2, 3, 4, 6, 10, 15 galls.

Can also be supplied with
Excellent Carbon Filters
in four sizes only
3, 4, 6, 10 galls.

WATERING POTS

Fig. 397
Japanned in Bright Green and fitted with Patent Rose.
7 Sizes—Quarts: 1, 2, 3, 6, 10, 14, 16.

GALVANIZED
Strong and made to last.
3 Sizes—Quarts: 10, 16, 20.

WRITE FOR PRICES

THE THOS. DAVIDSON MANUFACTURING CO. LIMITED

MONTREAL and WINNIPEG

PAGE WHITE FENCES

Get the Best. Styles for Lawns, Farms and Ranches. Made of high carbon wire, galvanized and then painted white. Tougher and stronger wire than goes into any other fence. Get 1909 prices and illustrated booklet.

THE PAGE WIRE FENCE CO., LIMITED
Largest fence and gate manufacturers in Canada

WALKERVILLE TORONTO MONTREAL ST. JOHN VANCOUVER VICTORIA

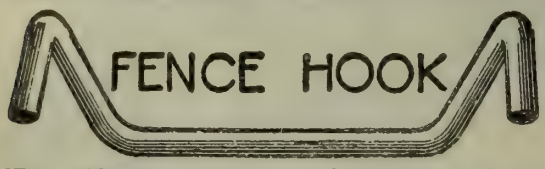
Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

GALVANIZED FENCE HOOK

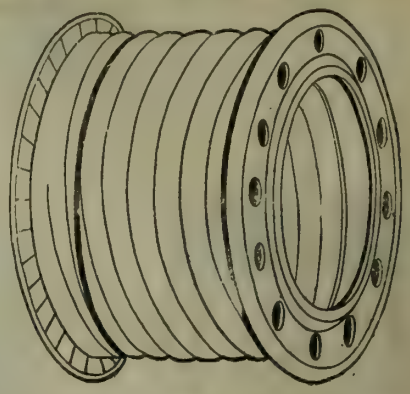
For Fastening Wooden Pickets or Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted

O.K. Thimbles are made for both Floors and Partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

"Galt" Shingles Now in Stock

Prompt Deliveries

We are glad to inform our friends in the Trade that, after running our plant at high pressure since last March—day and night shifts, 24 hours a day—we have again caught up with our shingle orders.

As we have almost doubled our shingle-making machinery we will be able to handle your future orders for "Galt" Shingles with promptness and despatch.

If your samples are dilapidated or misplaced, ask us for new ones at once.

The Galt Art Metal Co., Ltd., Galt, Ont.

Winnipeg—Dunn Bros. **Toronto—W. D. Beath & Son**

St. John, N.B.—Estey & Co. **Fredericton, N.B.—R. Chestnut & Sons**

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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Counter Check Books
"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CHILLED SHOT.

ABBEY IMPROVED CHILLED SHOT COMPANY, LIMITED
Sole Manufacturers of Improved Chilled Shot and Makers of Hard and Patent Shot
Newcastle-on-Tyne — Samples sent on application
Before buying elsewhere send for our prices

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PRIEST'S CLIPPERS THAT'S SUFFICIENT.
BALL BEARINGS
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Webb-ech & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

ELECTRIC DRY BATTERIES.

X CELLS are the only Dry Cells which show NINE LIVES.
You'll make money in handling them. All standard sizes.
Electrical Specialties, Limited
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FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - - Birmingham

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Write for Prices
THE CANADA METAL CO., LIMITED
TORONTO, ONT.

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

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Everybody likes our stove pipe thimbles best, because they are light, strong, cool and fireproof, lined with asbestos, cast iron top to take register for ventilating purposes.
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Manufactured solely by
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HORSE POKE
The only Poke that will stop a horse. Ask your Jobber, or write
JAMES & REID, Perth, Ont.
Sole Manufacturers
Write us for feed cooker and steel ladder catalogue

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Manufacturers' Agents
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Our connection is with the Wholesale Hardware Trade

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Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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Open to represent a first-class Hardware Specialty. Highest References.

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MONTREAL SMELTING AND REFINING WORKS
Geo. Langwell & Son, Montreal, Que., Can.
Smelters and Refiners of all Metal Products
Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.
Get Quotations

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JAMES PENDER & CO., Ltd.
ST. JOHN, N.B.
Manufacturers of
Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp
Horse Nails, Etc.
Best in Canada

PORTABLE OVENS.

BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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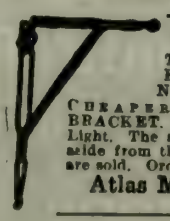

Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.
Atlas Mfg. Co., New Haven.

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Goods Well Displayed are Half Sold!
The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
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STEEL TANKS.

GALVANIZED Steel Tanks
No Rusting Leaking
AGENTS WANTED
Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
The Steel Trough & Machine Co.
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Ventilators and Chimney Cowls
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars. Handsome booklets of testimonials and information mailed free.
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Office and Works
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ARMSTRONG UNIVERSAL RATCHET
Two inches of motion at end of handle, in any direction, will drive the dr
Armstrong Bros. Tool Co.
106 N. Francisco Ave., Chicago, U.S.A.

Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels, Grinding Machines, Beaver Oil Stones.

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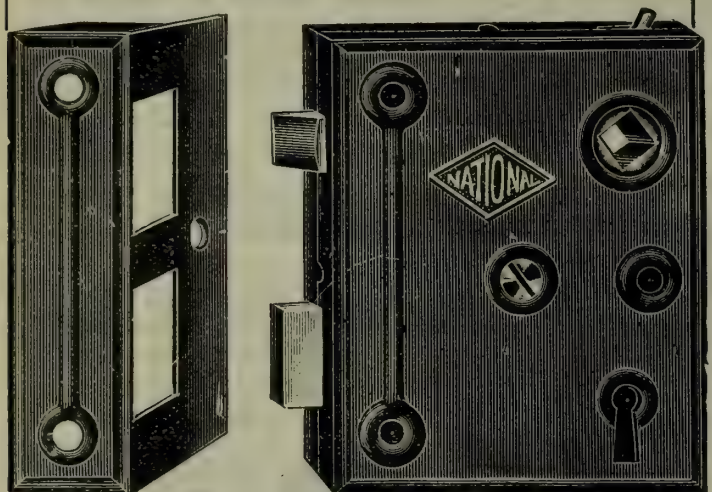
"QUEEN" LOOP SNAP
Strong

Durable
No. 900—Another addition to our line
COVERT MFG. CO., TROY, N.Y., U.S.A.

THE ONLY
Steel Rim Locks
MANUFACTURED IN CANADA



HAVE STOOD THE TEST OF TIME
Order from Your Jobber the National Brand
The Kind the Builders Like
NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

Double Profit
Mr. Hardwareman, you know how little profit there is in many lines sold over the counter. We offer you a chance by a little missionary work to greatly increase this.
You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our
J. W. Harris Rotary Ventilators
THE BEST MEANS FOR INSURING PURE AIR
One Testimony:
Montreal, Dec. 2, 1905
J. W. Harris Mfg. Co., Ltd.,
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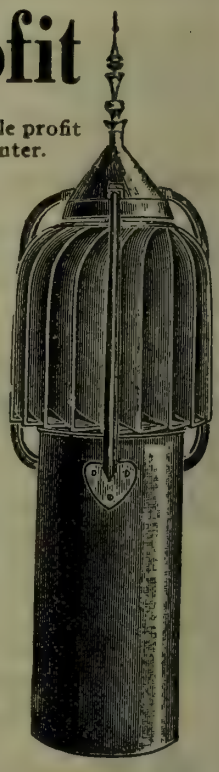
Dear Sirs,--
We have been using several of your "J. W. Harris Rotary Ventilators" for the past five years, and we are glad to say that they work very well and answer to all the purposes for which we have bought them.
They have always given satisfaction.
Yours truly,
H. GODIN, General Manager.
—La Presse



Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.
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General Contractors and Manufacturers
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The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

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PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.
Works: Don Speedway, also Victoria St., - - - TORONTO

You Will Save Money
By Using

"Neptune Unrivalled"
Patent Steel Fencing Wire

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"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Antien-Gesellschaft, Carlswerke, Mulheim-on-Rhine.

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THE BEST FAMILY POLISH MADE.

TRY IT.

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¼-lb. tins—3 doz. in case

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To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

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BEST — QUALITY
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Manufacture every description of Architectural, Ornamental and General Brassfoundry

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Panic Bolts, Hinges, Door Furniture
Curtain and Stair Goods
Fire-place Furnishings
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EVERYTHING IN BRASS AND COPPER

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H. F. McINTOSH & CO., Representatives

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The HERCULES reinforced shaft splice is the best adapted and the strongest and simplest for repairing broken shafts on the market.

A Post Card sent to us will give you all information.

THE HERCULES SHAFT-SPLICE CO.

STRATFORD - ONTARIO

THE DARK DAYS ARE COMING!

ARE YOU GOING TO PROFIT BY THEM?
WE CAN TELL YOU HOW.

Write to-day for our attractive proposition to Hardwaremen

THE EMPIRE LIGHT CO., LIMITED

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It couldn't be stronger!

This wrench is all steel—handle included. The head bar and shank is a one-piece steel forging. The handle is forced on under immense pressure and hot riveted in place. It is so shaped that it fits the hand and will not slip when the hand is wet or greasy.

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BEMIS & CALL HARDWARE & TOOL CO.

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Over fifty years experience in the manufacture of

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enables us to place on the market a line of the products excelled by no one. Lists, etc. on application.

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ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

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Power Appliances of All Kinds

Complete Power Plants
Steam, Gas or Electric

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
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The Chicago Heat Regulator

If too hot lowers the damper, if cold it raises it. Saves coal, health, time and patience. Works the damper automatically. Thirty days free trial. Profitable line for the hardware trade.

Full particulars in free booklet.

We also make tub stands—curtain stretchers—clothes bars—ironing boards, etc.

Otterville Mfg. Co., Limited
OTTERVILLE, ONTARIO

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK

GRANTED 1682

Sole Agents for Canada

James Hutton & Company
Montreal

When at Toronto Exhibition

do not fail to see our exhibit under the Grand Stand.
It will consist of the FULL LINE of

LADDERS

which we make and will be of INTEREST TO YOU.

The Stratford Manufacturing Co., Ltd.

Makers of the BEST and LARGEST Line of LADDERS in CANADA

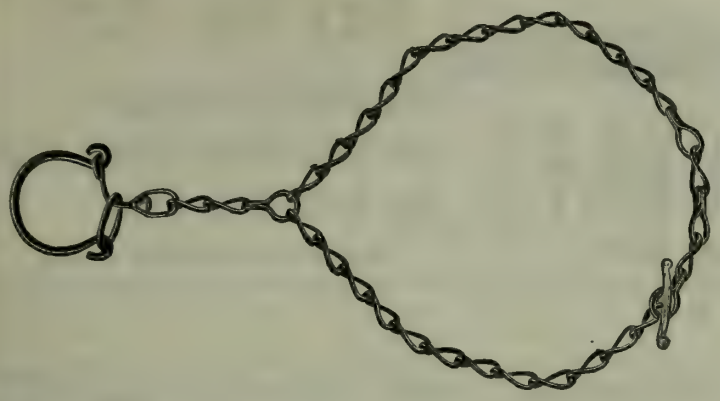
STRATFORD, - ONTARIO

"DIAMOND" BRAND FITTINGS

are the most profitable kind to stock as they never fail to give satisfaction. They are perfect in threading, material and finish.

WATCH FOR THE DIAMOND

Oshawa Steam & Gas Fittings Co., Ltd.
OSHAWA. - - CANADA



Our Electric Welded Chains

have shorter links than the knotted chains and are alsos moother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

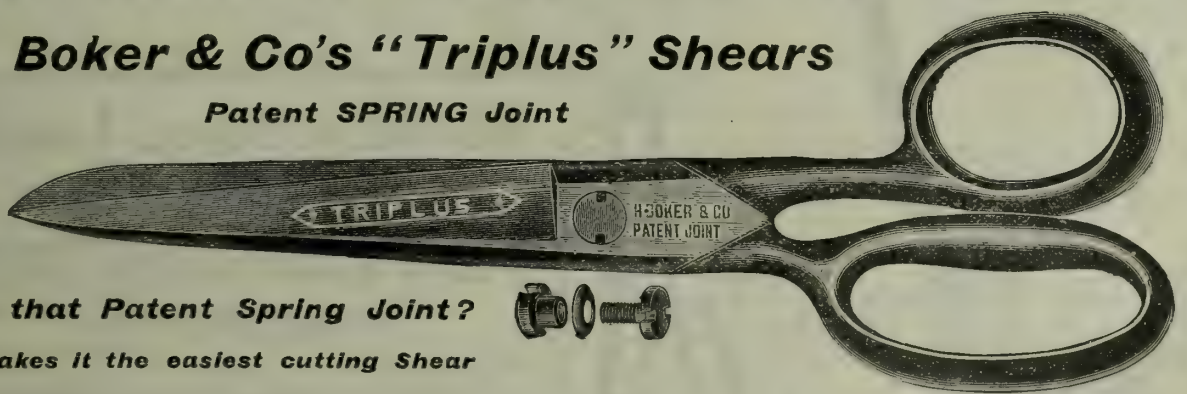
McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

THE NEWEST THING ON THE MARKET

H. Boker & Co's "Triplus" Shears

Patent SPRING Joint



See that Patent Spring Joint?

It makes it the easiest cutting Shear

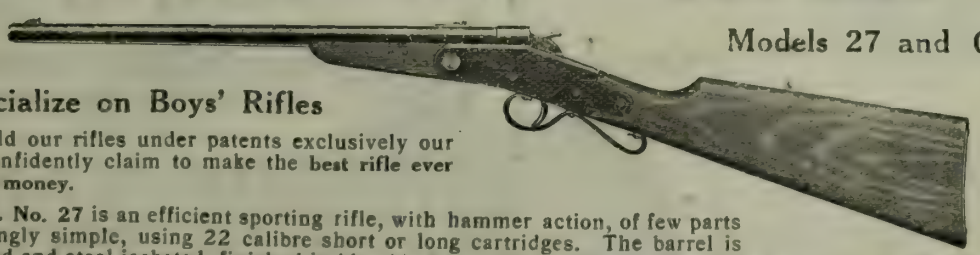
These Patent Spring Joint Shears are adjusted to give the cutters an absolutely even pressure, which will make them last longer than three regular style shears of the same grade. A trial will convince you.

For Sale by Leading Wholesale Hardware Houses

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the best rifle ever built for the money.

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

THE WHITE MOP WRINGER

is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

Order from your jobber or from us.

WHITE MOP WRINGER CO.

Fultonville, New York

This Trade Mark Insures Genuineness Originality Perfection Satisfaction

Buy the Best.

HERCULES

Sash Cord

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

"OUR SEASONABLE LINES ARE PROFITABLE"

Get our Prices on
SAND SCREENING,
GRAVEL SCREENS,
CONCRETE REINFORCEMENT,
CELLAR WINDOW GUARDS,
lined with fly cloth,
HORSE and DOG MUZZLES.
Trellises for Climbing Vines and Garden Bordering

CANADA WIRE GOODS MFG. CO.
HAMILTON, - ONTARIO
We make Jail Cells and Gratings of every description.

Martin's Store Ladder
Low Down High

For all merchants that carry merchandise on shelves enquire of E. R. CASE, Toronto

A Few Testimonials

Rockford, Ill., May 27, 1908.

Mr. S. B. Martin, Dalton, Ohio,
Dear Sir,—Ladder is very satisfactory—the new track holds up and were we fitting a "string of stores" we should place your ladder in each one of them.
Very truly,
Hunter Hardware Co.

Toronto, Ont., Sept. 28, 1908.

Mr. S. B. Martin, Dalton, O.
Dear Sir,—We are well pleased with the "Low-Down-High" Ladder you installed in our warehouse some weeks ago. We find same w orksvery easily and smoothly and makes the work of filling orders from the shelves a very easy matter compared with the old style of ladders. We will be glad to receive quotations for Ladders for other parts of the Warehouse.
Yours truly, T. Woodbridge & Co.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto 465 Temple Building, Montreal

The Only Bracket Reflector Lamp

that gives perfect satisfaction is

THE "JAXON"

Fitted with B Burner and 7-in. corrugated movable reflector, which allows the light to be thrown in any direction.

Packed 1 dozen Lamps in a wooden box (Font, Reflector, Frame and B Burner)

Price per dozen complete - $1.90

No charge for packages. Send for sample dozen.

Manufactured by

E. T. WRIGHT & CO., Hamilton, Can.

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There is big, profitable business in Genasco Ready Roofing for wide-awake dealers.

We have created a steadily increasing demand by our campaign of national publicity. It has cost us thousands of dollars, but it is keeping dealers busy—the dealers who realize what a big help we are giving them.

Genasco

Ready Roofing

is a great seller. We tell everybody what it is made of—Trinidad Lake Asphalt. They know this is a natural and everlasting waterproofer. That inspires confidence, which is turned to complete satisfaction in the use of Genasco.

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Mineral and smooth surface Genasco Roofing. Guaranteed by our thirty-two-million dollar organization.

Write to-day for samples and full information.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world.

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

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Alex. McArthur & Co., 82 McGill St., Montreal

GENASCO · THE STANDARD OF EXCELLENCE · TRADE MARK REG. U.S. PAT. OFF.

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Crane Company, Vancouver, B.C.

What Do You Think of This?

Here is a sample of our extra heavy self-righting polished brass (or nickel plated)

Cuspidor

The height is 9 3/8 inches and the diameter 8 7/8 inches. This is only one of our representative and reliable range.

Write for our Catalogue

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:

H. F. McIntosh & Co., 51 Yonge St., Toronto

"Brantford" "Roofing"

We will be pleased to see all our customers and friends at the

"CANADIAN NATIONAL EXHIBITION, TORONTO"
Aug. 30th to Sept. 11th, '09

—IN—

PROCESS BUILDING,
EAST ENTRANCE.

Brantford Roofing Co., Limited
Brantford - Canada

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

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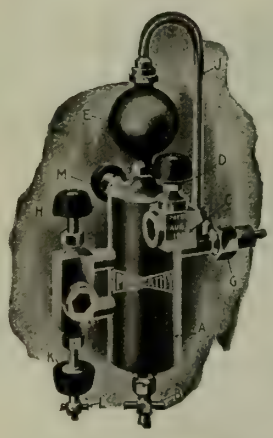
Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



EVERY MERCHANT HAS CALLS FOR

Sight-Feed Lubricators

You can recommend and guarantee the "PENBERTHY."

It has fewer parts than other makes.

There are no glasses to break.

It feeds regularly.

There are no drain valves to jar off and get lost.

KEEP THEM IN STOCK.

Manufactured by

PENBERTHY INJECTOR CO.
Limited
WINDSOR, : : : : : ONTARIO

Bone Cutters

This is a favorite size. We make other sizes, from

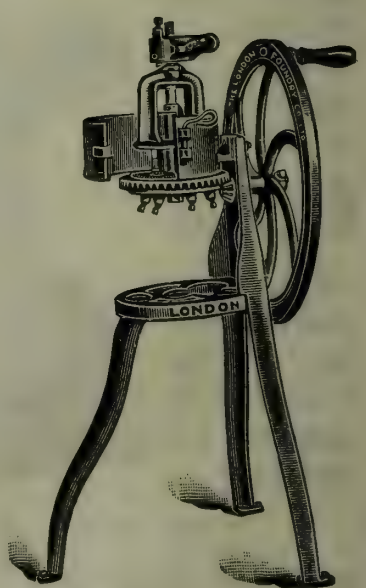
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

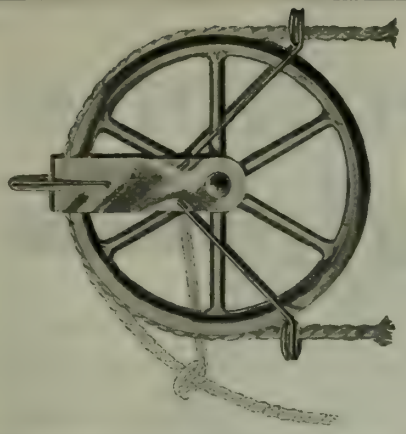
A sample kept in your store will sell many of them.



Send at once for catalogue and prices

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA



Lessens the Work of Women

You know, Mr. Hardwareman, if you secure the goodwill of the ladies, you get possession of a profitable trade.

The "Rollston Easy" Pulley

is the best known device for reducing the labor of hanging out the clothes. It is so simple that a child can operate it. It is a great selling article. Get our prices.

The C. S. Rollston Hardware Specialty Co., Vancouver, B.C.

A GOOD THING IS WORTH TALKING ABOUT

When you show your customer a ***Connor Ball Bearing Washer*** you do so with every confidence that it will give satisfaction. It is guaranteed in every way by the manufacturers, runs on Ball Bearings controlled by two motor springs which do most of the work. Set up on strong stand. The only machine supplied with Basket-Rack and on which the tub is removable. Easily operated, washes clean. Shipped crated and set up ready for business.

MANUFACTURED BY

J. H. CONNOR & SON, Limited, Ottawa, Ont.

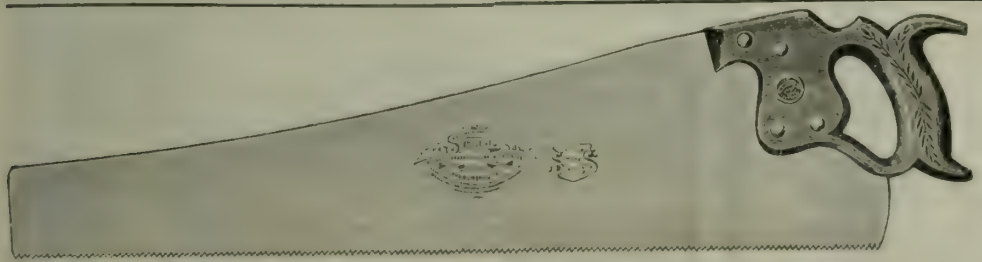
TWO LEADING LINES

TORONTO Gendron CANADA **GO-CARTS**

The accompanying cuts illustrate two of our up-to-date, strongly built, folding carriers, No's. 293 and 206. These are only samples of our extensive range which afford dealers a good profit and help to widen their opportunities by strengthening their hold on family trade.

Made in Canada. Send for Catalogue.

The Gendron Mfg. Company, Limited
TORONTO - - - - - CANADA



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.
Fitchburg, Mass.
Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

Perfection Oak

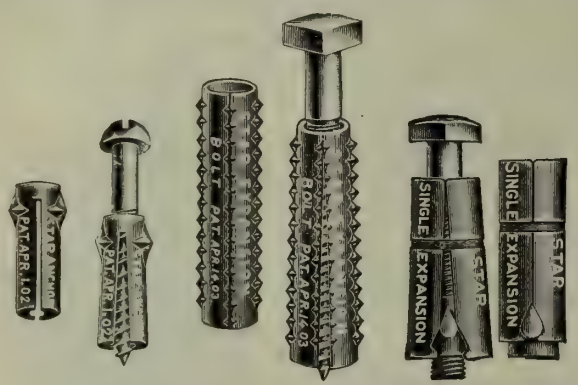
For Hard and Soft Coal or Wood.—A handsome stove at a very low price. Large feed door, heavy steel body, screw draft dampers, draw centre grate, ash pan, grate shaker through side of base. A very attractive stove, being handsomely nickel-plated and ornamented.

Sizes 12-in., 14-in., 16-in., and 18-in.

Send for our new Stove Catalogue and Price List

THE JAS. SMART MFG. Co. Limited

BROCKVILLE, ONT. — WINNIPEG, MAN.



Star Screw Anchor.
Soft Lead Composition. 18 different sizes. Fit Screws, Nos. 5 24.

Lag or Coach Screw Type.
Either Mal. Iron or Soft Lead Composition. Sizes: ¼-in to 1½-in.

Single Machine Bolt Type
Either Mal. Iron or Brass. Sizes range from 3/16 to 2-in. diam.

THREE STANDARD TYPES

Which are mighty popular amongst Contractors, Builders, Electricians, Plumbers, Ironworkers, and such like, are shown above.

Star Expansion Bolts

Are the kind you see advertised. They are the kind you read about as being used on the big jobs. They are the kind your trade ask for. They are the kind for you to carry.

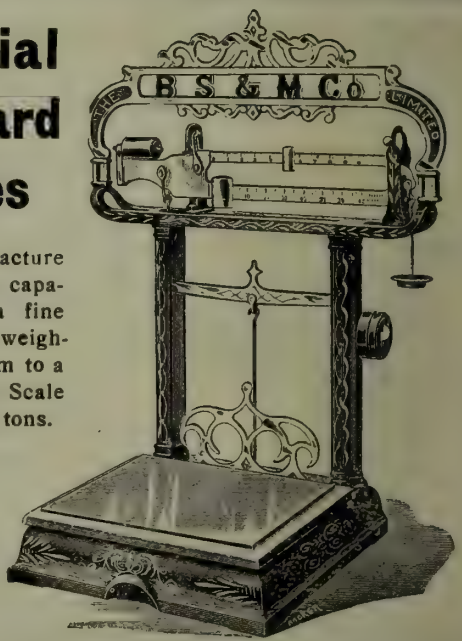
Let us send you Samples and Prices.

Star Expansion Bolt Co., 147 Cedar St., NEW YORK.

Imperial Standard Scales

We manufacture Scales of all capacities from a fine Druggist Scale weighing one drachm to a Railway Track Scale weighing 100 tons.

Write for our illustrated catalog and price list —they will interest you.



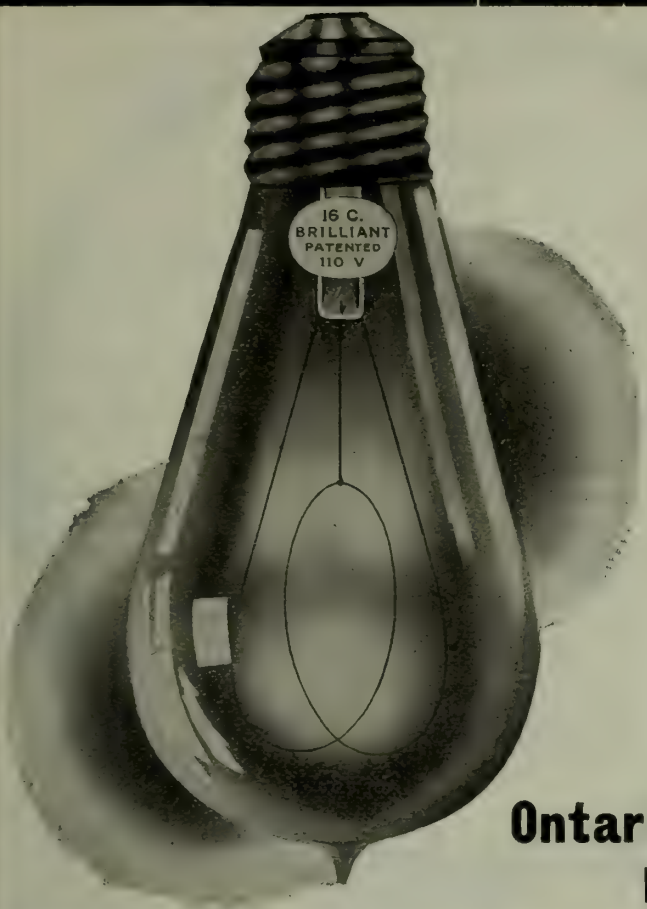
IMPERIAL COUNTER SCALE

The Counter Scale shown here is made with Cut-off Lever and has Nickel-plated Double Brass Beam with Sliding Poises.

Capacity of Beam 50 lbs. Total capacity 200 lbs.

Made by

The Burrow, Stewart & Milne Co., Ltd.
Hamilton, - Ontario



QUALITY

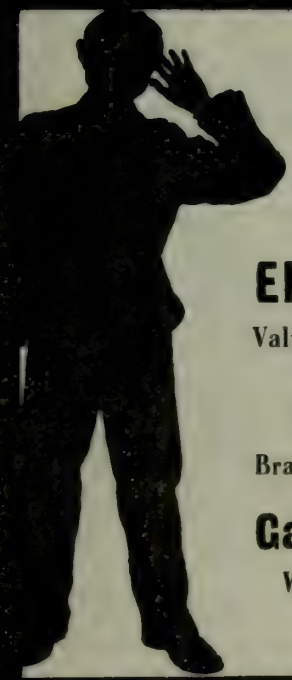
is the first consideration in the manufacture of our

"BRILLIANT"
AND
"SHELBY"
INCANDESCENT LAMPS

They are all carefully selected and fully guaranteed

MAUNFACTURED BY

Ontario Lantern & Lamp Co., Ltd.
Hamilton, - Ontario



Are you interested in any of these lines?

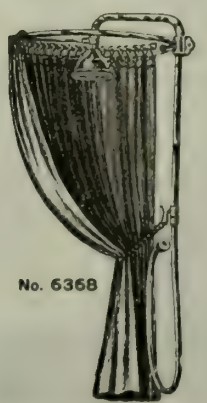
ENGINEERS' SUPPLIES
Valves, Cocks, Injectors, Steam Gauges, Etc.

PLUMBING GOODS
Brass Goods, Iron Goods, Enameled Goods

Gas and Electric Fixtures
We make these goods in largest variety. Quality the best.

A FEW OF THEM LEFT

A $15.00 SHOWER for $10.50



THESE HIGH-GRADE SHOWERS are made of heavy seamless brass tube, five-inch shower head, rubber curtain and patent hold-fast bulb.

The JAMES MORRISON BRASS MFG. CO., Limited
93-97 Adelaide St. West - - - - - TORONTO

The Royal Jewel Steel Range, The Ideal Cooking Apparatus

The Latest and Best

None to Equal It

Summary of Good Features

LARGE TOP COOKING SURFACE, wide short centres, one sectional cover, one damper cover, nickel plated edge of top.

HINGED KEY PLATE, convenient for broiling, or supplying fuel.

LARGE FIRE BOX for coal, large feed door for wood, end fire door screw damper.

REMOVABLE duplex grate.

COMBINATION coal and wood fire box for "S" series

LARGE ASH PIT with ash guard and capacious ash pan. Ash pit door has screw damper.

ONE PIECE SHEET STEEL OVEN, large and well-ventilated.

Controlling damper supplied with all high shelf and high closet ranges.

Water front for coal, water back for wood, large and powerful.

Water tank for 920 and 922 hold 10 gallons.

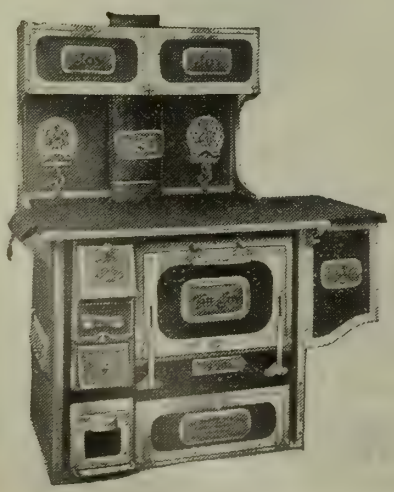
Steel high shelf and high closet, supporting castings full nickel plated.

The Burrow, Stewart & Milne Co. Ltd., ***Manufacturers, HAMILTON.***

THE

JOY

MALLEABLE RANGE



The Joy Malleable

AMONG the numerous ranges now on the market, there is nothing *quite as good* as the **Joy Malleable Range.** Made throughout of Malleable Iron, it is infinitely stronger and more durable than the average range. It embodies all known improvements of the range builder's art, and is highly attractive in appearance. Let us ship you a liberal consignment of this favorite range from our warerooms at Vancouver, Winnipeg or Toronto.

These sizes are ready: No 8, 18, Square and High Closet. No. 8, 18, Reservoir and High Closet. No. 9, 26, Square and High Closet. No. 9, 26, Reservoir and Closet.

The Canadian Heating & Ventilating Co. LIMITED

Owen Sound, Ontario

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C.

WE
SOLICIT
YOUR ENQUIRIES FOR

STEEL
OR
WIRE

A few of the thousand commodities

Wire for every purpose
Springs all kinds
Nails and Tacks
Electrical Cables
Wire Rope all constructions
Structural Steel
Bars
Rails
Plates

United States Steel Products
Export Co.
Montreal

GREENING'S

GREENING'S

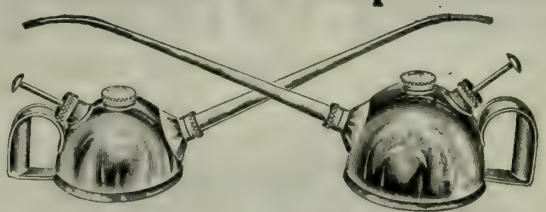
PATENT
COW
TIES

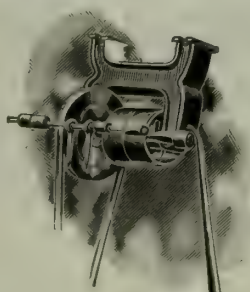
These Cow Ties have stood the test for years.
Undoubtedly the best and strongest on the market.
It will pay to handle only the best.
A complete line of all sizes ready for shipment.

FOR SALE BY ALL JOBBERS.

THE B. GREENING WIRE CO.,
Limited,
HAMILTON, ONT. MONTREAL, QUE.

Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

DOMINION TRACKS ARE GROWING

The tracks of satisfied customers seeking dealers, are well defined. Dominion Ammunition makes satisfied customers quick, and continued profits for dealers.

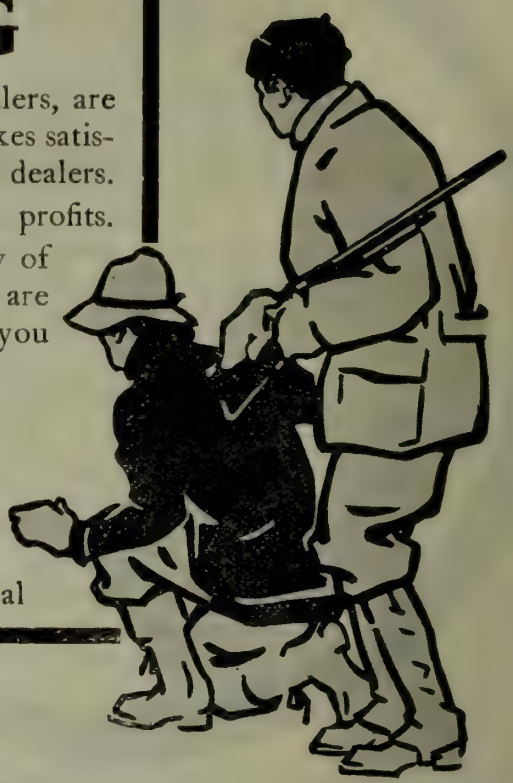
Are you one of the many making these profits.

The enormously increasing sales tell the story of popularity and merit. This shows what we are doing to co-operate with the retailer. Will you join the procession?

Dominion
IMPROVED & PROVED
Ammunition

A new box free for every misfire of present product

Dominion Cartridge Company Ltd., Montreal



KEMP'S PATENT STANDARD STOVE PIPE

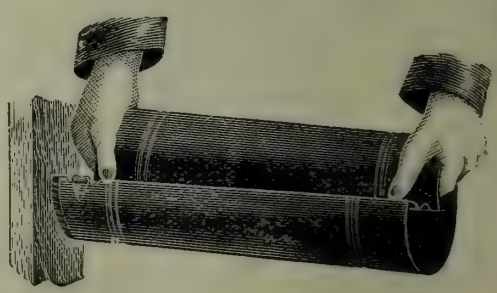
REQUIRES NO RIVETS OR TOOLS TO PUT IT TOGETHER

Size	Inches
Plain or Polished	5, 6, 7

18 inches long

In crates of 50 lengths

PRICES ON APPLICATION



Uniform in size. Crimped at the small end, it makes an easy and perfect fit. It has a coating which prevents rust. Being nested in a closed crate, a low freight rate is thereby secured.

N.B.—It can be bought as cheap as ordinary misfitting stove pipe.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS - - - - TORONTO, CANADA

The Kemp Mfg. & Metal Co., Limited
111 Lombard Street, Winnipeg, Man.

The Kemp Mfg. Co. of Montreal
39 St. Antoine Street, Montreal, Que.

Montreal Manufacturers and Jobbers "At Home"

Splendid Program of Entertainment to be Provided Visiting Hardwaremen — A Social Event Long to be Remembered—Some Hardwaremen to go by Rail—Report to be Made by Secretary—Program Outlined for next February's Convention at London.

Favorable weather is the only remaining condition requisite to making the Retail Hardware Association excursion to Montreal next week the greatest social event in the history of the hardware trade in Canada.

The party will number well over the hundred mark and will include a sufficient number of ladies, traveling salesmen, wholesalers and manufacturers to make it thoroughly representative of the hardware trade, the time is most favorable, the boat is the best passenger craft on Lake Ontario and the R. & O. route through the Thousand Islands and down the rapids is considered the most picturesque and exciting in any part of the world. Nothing remains, therefore to make the trip enjoyable and long remembered except a week of seasonable summer weather.

The program of entertainment has been well arranged, the civic officials cooperating with the committee of manufacturers and wholesalers who had the matter in charge. In addition to the features included on the official program, there will be one or two additions regarding which the committee do not desire to make an announcement at present.

Program of Entertainment.

Wednesday, Aug. 25, 9.30 a.m., visit Sherwin-Williams Paint Co.'s factory; 11.30 a.m., trip around harbor as guests of Harbor Commissioners, lunch on boat: 2.30 p.m., visit Canada Paint and Thomas Davidson Co.'s plants, with luncheon at the latter place; 7 p.m., visit to Dominion Park as guests of City Council, refreshments served.

Thursday, Aug. 26, (meeting in hotel parlors in morning); 2.30 p.m., visit Montreal Rolling Mills; 5.30 p.m., review fire brigade at Champ de Mars; 7.30 p.m., special event to be announced later; 9 p.m., visit fine retail stores of Lariviere, Incorporated.

Friday, Aug. 27, 3 p.m., drive around Mount Royal and reception at Park Ranger's as guests of the city.

Saturday, Aug. 28, 1 p.m., boat leaves for Toronto. Many of the party will return at this time, others going on a side trip to Quebec or remaining in Montreal to return later.

Excursion Notes.

H. Foster Chaffee, general passenger agent of the R. & O. Co., will personally conduct the excursion party from Toronto to Prescott and from Prescott to Montreal. Thomas Henry, traffic manager, will see that the weather is fine and everyone enjoys themselves.

A member of the R. & O. staff will, after the boat leaves Prescott, canvass the excursion party as to the dates they desire to reserve berths for the return trip.

Carriages will be in waiting at Montreal to transfer the members of the excursion party from the boat to the hotel. The cab fare will be 25 cents each, with no charge for hand baggage. Street cars can be taken by walking a couple of blocks.

The names of the members of the excursion party will be forwarded ahead to the St. Lawrence Hall and reservations of rooms made. Members can, therefore, by announcing their names, secure their rooms without delay. St. Lawrence Hall is one of the best hotels in Montreal, and the most centrally located to the wholesale district. The rates of $1 per day (European) and $2.50 per day (American) cannot be excelled in Montreal.

Several members of Eastern Ontario have written stating that they intend going to Montreal by rail. Visiting retailers not included in the boat party are requested to register their names with the secretary. This is important.

A meeting of the members of the Retail Hardware Association will be held in the parlors of St. Lawrence Hall on Thursday at 9. a.m., and a brief meeting may also be held on Friday morning.

Mail matter addressed to any member of the hardware excursion party, if addressed in care of Hardware and Metal, 701-702 Eastern Townships Bank Building, will be handed to the party addressed. The office of Hardware and Metal is on St. James street, a couple of blocks west of St. Lawrence Hall.

The Gillette Safety Razor Co. of Canada, Montreal, have issued an invitation to members of the Ontario Retail Hardware Association to visit their factory during the visit to Montreal and to make use of the office as a mail point. They are also extending the courtesies of the office staff in any correspondence that the members may wish to make. To facilitate matters the Gillette Company have issued a pass and direction card so that there shall be no trouble in locating and gaining admittance to the office and plant.

SECRETARY'S REPORT.

The secretary wishes to report that association business has gone on smoothly since the executive meeting on April 8, no complaints having been received from members.

Vice-president Madole and the secretary attended the National Retail Hardware Convention at Milwaukee in May and many valuable pointers were picked up. A meeting of the secretaries of all the State organizations was particularly instructive and as a result of our visit the Ontario association is receiving many courtesies at the hands of our powerful sister associations in the U.S.

The Montreal excursion has meant considerable work, but it ought to be a big advertisement for the association. After making full enquiries into the matter, it was decided that the excursion if conducted at all should be by water and your committee was fortunate in securing a low rate by the Richelieu & Ontario boats, being greatly aided in this by Mr. George Caverhill, Montreal, chairman of the executive board of the R. & O. company. It is gratifying to be able to report that the association will be under no expense for bills, postage, etc., and that the association will likely have a small balance to the good on the excursion.

At the last executive meeting it was decided to secure the services of an organizer and endeavor to organize district associations in sections where the members have expressed a desire for such an organization. Nothing has been done, however, owing to the organizer being unable to act. A plan for extending membership found to work successfully in the Western States is to divide the State into sections and have each executive officer spend one week yearly (expenses paid) in canvassing for new members. The secretary submits this plan for consideration here.

J. Walton Peart, St. Mary's, has submitted the following suggestion which, owing to Mr. Peart's illness, might be referred to a committee to report upon at the London convention.

"It has occurred to me that the association might get out a standard form for estimates of costs on plumbing and furnace work. I suppose that every one who figures these jobs, at some time or another forgets some little item which may make a difference of a considerable amount while the cost of getting out the forms for each member would be more than they would be worth to him on account of there being so few used and so much type to set. I have before me a copy of a form for estimating plumbing work used by Mr. Adolphe, of Listowel, and if you think favorably of the matter I would be glad to get up one for furnace estimates also and you could get an estimate for printing these. There is also the matter of a good lien note which might be gotten out for use of members. Usually with these lien notes there is so much printing and so little call for them, that merchants do without them rather than go to the expense."

If such a committee is appointed they might also consider the advisability of

adopting a uniform system of numbering castings for stove repairs.

Members are reminded that there is now in existence a joint committee of retailers and wholesalers appointed by the Retail and Wholesale Hardware Associations to discuss and deal with matters concerning both branches of the trade. It is advisable that controversial matters between jobbers and retailers be referred to this committee before bringing it up at a convention.

The secretary has made arrangements with the freight claims agents of the C.P.R. and G.T.R. to meet our members at Montreal and discuss the question of the best methods of settling freight claims.

The Lufkin Rule Co., Windsor, have offered to supply a badge for members attending the convention at London next February. Should this offer be accepted?

The secretary has completed arrangements for suitable halls for convention meetings and exhibits at London and negotiations are now on with hotels for special rates for those attending the convention. The secretary recomends:

1. That convention be held the second or third week in February.
2. That the association guarantee a single fare rate on railways to London.
3. That the hotel offering the best terms be chosen headquarters.
4. That if a banquet is tendered our association by London manufacturers and jobbers, that exhibitors be invited as guests at expense of our association.
5. That a committee of five, the past president, treasurer, secretary and two auditors be a committee in charge of exhibits.
6. That the exhibit hall be divided into 39 spaces 6 x 8 feet in size, these booths to be sold at from $20 to $30 each, the association to erect a skeleton booth and decorate the hall.
7. That the convention program be about as follows:

Tuesday, 2 p.m. Convention, open session; reports of officers; appointment of committees; talk on salesmanship; mock sale—traveler and retailer; 8 p.m., smoking concert in exhibit hall.

Wednesday, 9 a.m., business session; 2 p.m., visit McClary Foundry; 8 p.m., question box discussion.

Thursday, 9 a.m., committee meetings and visitis to other factories; 2 p.m., business session; 9 p.m., banquet.

Friday, 9 a.m., executive meeting.

8. That a supply of buttons be procured, one to be given to each member as a receipt for membership, the buttons to be in the form of a lock, similar to that used by the hardware associations in the States.

WESTON WRIGLEY,
Secretary.

Last week's building permits at Calgary include T. Sommerville a $4,000 residence, Mr. Spence a $1,500 residence. F. G. Marwood two $1,800 residences and J. A. Knoeffi two houses to cost $2,000 each.

Eaton Advertising in Reply to School Book Enquiry

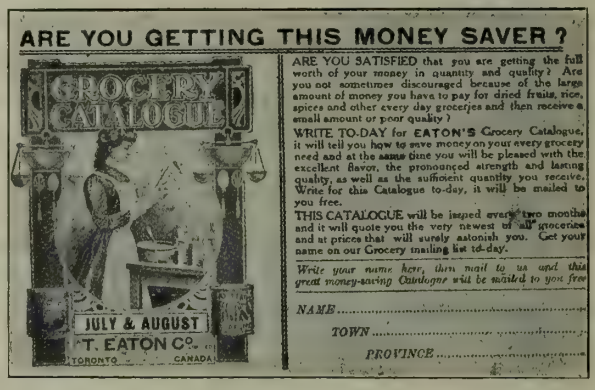
Strong Indications That School Book Contract is to be Used as an Advertising Lever—Mail Order Education and "Money Saver" Tip Sent to a Man Requiring Information About the New Books—Injustice to the Retailers Throughout the Province.

What may be regarded as a preliminary though none the less significant evidence of the use which the T. Eaton Co. intend making of the school reader contract, recently awarded them by the Ontario Government, has been brought to the attention of this paper by an enquirer for information concerning the new books. Accompanying the reply which he received was a batch of Eaton mail-order literature, samples of which are here reproduced.

An Advertising Lever.

No more forceful confirmation of our recent contention that the contract would be employed as an advertising lever for the huge departmental store could have come to light at the present time. It is striking proof that those who let the contract, though properly impelled by the consideration of cheap readers for the schools, entirely overlooked the possibility of unjust application of advantages of enormous value when placed in the hands of such a concern as the T. Eaton Co. Hon. Dr. Pyne, Minister of Education, cannot fail to recognize, in the face of this latest evidence that it would be only reasonable to the hundreds of retailers throughout the country to take such steps as may be necessary to prevent the discharge of the contract in the manner described. As already pointed out the government can stipulate that the imprint of the Educational Department be placed upon the books instead of that of the T. Eaton Co. The Education Department also has the power to take over the distribution of these books. By requiring the observance of these clauses in the contract, the department would greatly modify an evil foreseen by country retailers, and one which is already taking actual form, judging from the manner in which the enquirer's letter was treated.

A very considerable number of those newspapers in which the new contract has been commented upon hold that steps should be taken whereby the sale of school books will not become a monopoly. The Hamilton Herald, for example, states that it is not only unjust to the retail trade of the province, but also to the general public, to give any one retail firm the power to concentrate the sale of school books in its own hands by making the sale of them by any other dealers unprofitable. Evidently this is what may be done under the contract. The Eaton Company has the legal right to refuse to sell books to retail dealers at any but the retail price. Probably it will take advantage of this right. The result will be that retail dealers will be obliged, for the convenience of the public, to sell school readers at a loss, or the people of Ontario will be obliged to buy their readers from the Eaton company only. Such a condition would entail a great deal of inconvenience. The contract should have stipulated that the contracting firm must sell the readers to the retail trade at a reasonable discount. The objection to the school books being used to advertise the retail business of the Eaton company is also a sound one. No advertising matter ought to be allowed within the cover of these school books."



An Eaton "Money-Saver" tip sent to the man who enquired about school books.

Patronizing Home Merchants.

Every country newspaper in the province has, from time to time, exhorted its readers to patronize home merchants —the men who pave the streets, who contribute to the maintenance of schools churches and charitable institutions and who help out the local newspaper by advertising. Yet there are newspapers who see no injustice in this contract, who have not noticed how it will undoubtedly endanger the business of country merchants, and who claim, like the Ridgetown Dominion, which presumably voices the opinion of Phil. Bowyer, M.P.P., for East Kent, that the contract is not an advertising coup pulled off by the T. Eaton Co., whereby another means of access to the homes of the people in smaller towns and cities is obtained, thus extending the mail-order business, and cutting in upon the trade of the local mercantile houses.

To those who have not sized up these phases of the matter, the latest proof is here presented. Every enquiry, every

order will undoubtedly bring a bunch of Eaton advertising literature. No person is interested in Dr. Pyne's free information to the effect that so-called electric corporations are responsible for the opposition to the contract. This line of talk is rendered somewhat nonsensical when ranged alongside the serious weakness of the contract, and the absolute freedom from political consideration with which the matter has so far been considered. This paper is entirely ignorant of any such influence. It feels that it has taken a stand well within its province as a trade newspaper, and that the injustice of the proposition made its duty in the matter imperative. The Canadian Grocer advocates no course that would detract from the public bene-

HARDWARE LETTER BOX

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Roller Skates.—Where can I buy roller skates? I want about 400 pair. C. W. Gray, Lethbridge.

Leading manufacturers are Barney & Berry, Springfield, Mass.; Winslow Skate Manufacturing Company, Worchester, Mass.; M. C. Henley, Richmond, Ind.; Richardson Skate Company, Chicago; and the Chicago Roller Skate Company, Chicago.—Editor.

Book on Plumbing—James R. Horn, Lenore, Man., asks where he can obtain a book on range boiler connections and country bath room work.

The Technical Book department of the MacLean Publishing Co., can supply these.—Editor.

Revolving Bolt Cases—The Northern Canada Supply Co., Cobalt, ask the names of manufacturers of revolving bolt cases.

Cameron & Campbell, Toronto; W. C. Heller & Co., Montpelier, Ohio; and The J. D. Warren Mfg. Co., Chicago, are makers of these articles—Editor.

Hand Cleaner. — Henry Gilles, St. Jacobs, asks where he can obtain Gilmour's antiseptic hand cleaner in Toronto.

All jobbers handle it.—Editor.

CATALOGUES AND BOOKLETS.

Wrought Steel Hollow-ware. — The catalogue issued by J. A. Henderson, Board of Trade, Montreal, of wrought steel hollow-ware manufactured by Ernest Stevens, Cradley Heath, Eng., is artistically gotten up. It contains a long list of enamelled, tinned, galvanized, japanned, and burnished ware, and set out in plain and colored illustrations makes a most useful reference book. Full particulars are given as to each line, the numbers, sizes, etc., and the strong point is made that the sauce pans, pots, stewpans, and oval pots are absolutely unbreakable. Many other special lines, such as seamless kettles, tubular handle frying pans, seamless wash up tubs are illustrated. Retail hardwaremen would be well advised in writing Mr. Henderson for this catalogue.

Delivery Guarantee
2c EXTRA with each order over **50c** guarantees safe delivery of your goods if they are to be sent by mail. We will deduct 2c from your remittance for above purpose unless otherwise instructed.

ORDER FORM

THE T. EATON Co LIMITED
TORONTO CANADA

Our Terms are CASH WITH ORDER
Remit by Express Money Orders, Postal Orders or Bank Drafts.
Do not send Cash without registering. It is not safe.

SHIPPING INSTRUCTIONS

NAME ..... **DATE** ..... 190....
(Use Initials and prefix Mr., Mrs. or Miss)

Street Address .....

Post Office ..... **Box No.** .....

County ..... **Province** .....

Ship my order to ..... **by** .....
Write Mail, Express or Freight

Shall we ship by Freight instead of Express if cheaper? ANSWER .....
If you instruct us to ship free delivery orders by Express we will pay only the amount of freight charges.

How far is it to your nearest Railway Station? ANSWER .....

If any of the goods ordered are temporarily out of Stock may we send other goods? ANSWER .....

THIS ORDER IS TAKEN FROM CATALOGUE NO. .....

State exact amount of money enclosed
$ .....

Do not write anything in this space

When writing about or RETURNING GOODS be sure to RETURN THE BILL

OUR LIBERAL GUARANTEE—**If goods are not satisfactory, tell us the reason why and return them within ten days; we will pay transportation charges both ways and exchange or refund the money. Read paragraph "Exchanging Goods" in General Catalogue Instructions.**

ARTICLE NUMBER	PAGE NO.	Quantity	DESCRIPTION OF GOODS Order each article on a separate line	COLOR	SIZE	PRICE EACH	DOLLARS	CENTS
			If any amount is due us from last order please enclose with this order					
			Allowance enclosed for Postage on this Order, or Express or Freight Charges if to be Prepaid					

A Sample of the Instructions Sent out by The Eaton Mail Order Department With Answer To School Book Enquiry.

fit to which the Department of Education so commendably pledged itself in this matter. At the same time, it strongly disapproves of any action by which a public contract might be employed to the serious disadvantage of a large section of the mercantile community.

ADVANCE IN TURPENTINE.

As we go to press one of the leading Toronto turpentine importers states that owing to the rise in Savannah turpentine prices have been advanced in other centres. The Toronto price is set at 75 cents.

Love Bros., Toronto, have obtained a permit for the erection of ten attached stores and dwellings to cost $40,000.

HARDWARE AND METAL

Established - - - 1856

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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RECORD OUTPUT OF PIG IRON.

Official figures of Canada's pig iron output for the first half of 1909 are not yet obtainable, two of the largest producers still withholding their figures. From United States sources, however, estimated figures have been published, and while these are not always trustworthy, they seem likely to be accurate on this occasion.

According to the estimate referred to, the production for the first half of 1909 is the largest of any previous six months by twelve per cent., the figures being 349,641 tons in the first half of 1909, as compared with 311,046 tons in the last half of 1907, the best previous record. In fact the first six months of 1909 totals more than the production of any whole year up to 1905. The outlook is for an equally good record during the balance of 1909, and it is probable that the figures for the year will exceed 700,000 tons.

RURAL MAIL DELIVERY.

The announcement made from Ottawa during the past week that over 100 rural mail routes have been established by the Canadian Postal Department during the past year is interesting in showing that a considerable start has been made in introducing this feature into Canadian life.

Hardwaremen will not look with disfavor upon anything which tends to improve the lot of our country residents and make their conditions of life more comfortable, and rural mail delivery must be accepted as an innovation certain to be established in every part of the country as soon as the growth of population makes it possible for such a system to be remunerative.

There are features about rural mail delivery, however, which are dangerous and must be watched by both wholesalers and retailers. The introduction of rural delivery makes it possible for mail order houses to get closer to the farmers, first in securing names of persons served by each route, second in supplying catalogues to these persons, and third in the delivery of goods by parcel post. As readers of Hardware and Metal know, the Retail Hardware Associations were successful in preventing the introduction of a c.o.d. parcels post scheme in Canada and a joint committee now exists, composed of representatives of the Canadian Wholesale Hardware Association and the Ontario Retail Hardware Association, ready to take the initiative in opposing the introduction of any similar legislation in the future.

In view of the growth of the parcels post system in Canada the following extract from a Washington despatch to the Iron Age, dated August 10, is interesting in showing the methods adopted by the mail order houses in the United States:

> Just before the close of the recent special session. Representative Austin, of Texas, presented in the House a joint resolution providing that "upon application of any Senator, representative, or delegate, it shall be the duty of a postmaster or carrier to furnish for official use the names, addresses and occupations of those receiving mail within the state, district, or territory so represented." It is a well-known fact that certain mail order houses have solicited from Senators and representatives the names and addresses of the residents of their respective states and Congressional districts, and the opportunities that would be opened up by the passage of such a resolution as that presented by Mr. Austin may be left to the imagination. Private secretaries of Congressmen are believed to have turned many a penny in times past by supplying mail order houses with names and addresses gathered through other channels than the Post Office Department, but a veritable industry would be established should the co-operation of the postal authorities be secured. It is not suggested that Representative Austin is moved by an improper motive in presenting this resolution, but in view of the history of the efforts that have been made in the past by the catalogue concerns to obtain the names and addresses of the patrons of rural routes it goes without saying that the Post Office Committee should promptly consign it to a deep pigeon-hole.

AN EXHIBTION WORTH WHILE.

It is doubtful if there is another annual exhibition anywhere of equal interest to retail merchants as the Canadian National Exhibition, held annually at Toronto. Year after year interest is maintained and hundreds of hardwaremen have come to look upon a visit to Toronto during the exhibition as a necessity.

If for no other reason, hardware merchants who sell stoves and furnaces should visit the fair to study the new features introduced in heating and cooking apparatus, stove manufacturers going to much expense and trouble to display their products and have a staff of competent salesmen on hand to explain the improvements made.

But hardwaremen are more than stove merchants, and the many displays of machinery, gasolene engines, farm implements, plumbing goods, paints, tents, glass, etc., have educational value in helping to widen his ideas and suggest ways of expanding his business.

The announcements made regarding this year's exhibition indicate that it will excel any previous year, the grounds having been enlarged and several new buildings erected.

Hardwaremen who can, therefore, should not fail to visit Toronto during the Exhibition, which begins on Monday, Aug. 30. The offices of Hardware and Metal at 10 Front Steet East, are at the service of any readers who desire to use them, and mail addressed in our care will be looked after carefully.

VARIED STOCK HELPS TURNOVER.

The closer the hardware merchant comes to supplying all the kitchen furnishing needs of his customers the nearer will he come to the high water mark of success. Lack of merchandise is one factor in driving trade away from the smaller towns and villages into the bigger places and to retail mail order houses.

Most merchants have enough capital invested, but is this capital invested to best advantage? Whatever your investment may be, large or small, spread it out. Aim toward a small quantity of a wide range of merchandise rather than a large quantity of few things.

Shippers' Opinions as to the New Bill of Lading

Conditions Generally Approved of—Vagueness in the One Referring to Damage Caused 'By The Act of God' — Knotty Points That Will be Subsequently Elucidated — Filling in Weight and Rate.

Toronto, Aug. 18. — Interviewed by Hardware and Metal as to their opinions of the new bill of lading approved by the Railway Commission, which comes into effect on October 1 next, a number of representative Toronto shippers expressed themselves as heartily approving of the new form.

P. C. Larkin, of the Salada Tea Co., thought the bill "an excellent one; much better than the United States uniform bill of lading, and infinitely superior to the old form, it will replace." The placing of responsibility on the railroads in case shipments are destroyed at destination point before delivery is one feature wherein the new Canadian contract is superior to the United States form.

"Across the border the railroads as a usual thing do not deliver goods as here in Canada, and after 48 hours notification to sonsignee the railroad will not be responsible for damage or loss to goods. Under the new Canadian bill, delivery being provided for the railroad will be responsible even after the 48 hours. All the clauses seem fair, though the third section may prove to be either favorable or unfavorable; time will tell. The third section says that carriers shall not be liable for loss, damage or delay, 'caused by the act of God,' etc. Now the 'act of God' may mean a lot of things, and the railroads may seek a loophole. It all depends on the interpretation placed upon it. How it could be bettered I do not know at present; and perhaps on the whole, it is the best that can be done.

"I think that when a merchant buys a bill of goods he should be reasonably sure of receiving them intact, or being compensated if damaged or destroyed, even though an accident occurs through a washout due to a storm or any other 'act of God.' The railroads can obtain from Lloyds a blanket policy for the goods they are carrying, which would protect them in case of loss, and though it might mean a little higher freight rate shippers might not object when assured of the added security. The rate need not be much greater either, for the losses are not many and the risks not so great. However, that is a matter for the Railway Commission. As it stands at present a retailer buying a quantity of goods, may be wiped out of business, because the shipment may be damaged or destroyed in transit and he would have little or no recourse for compensation. The new bill of lading will to some extent remedy this, and on the whole I think the new bill an excellent one."

Best Possible Bill.

Hugh Blain of Eby-Blain, Ltd., speaking from memory rather than close scrutiny of the wording of the bill thought it, "was the best possible under the circumstances." There were many points that were intricate and knotty, but he thought these might be simplified in time. In one direction until international trade and commerce was more unified there would be obstacles in the way. For instance, a consignment of goods from Greece to Toronto might be handed to the G. T. R. at Portland, in a damaged condition. The railway would accept the goods giving a receipt to the ocean steamer specifying the damage. The only recourse the consignee has at present is to sue for indemnity in Greece, the expenses of which might cost much more than the case would be worth. As to insurance of shipments by railroads, that is practically covered by one section of the new bill of lading, at least the carrying companies are responsible for damage up to 48 hours after they arrive at destination, which really means that the consignee is insured.

On the question of filling in the weight and rate blanks in the bill of lading,—a question which has caused some discussion in the United States—Mr. Blain was of the opinion that the responsibility for this should rest with the shipper, and not with the railway company.

"The railway will certainly look after their interests and check over bills of lading to see that there are no errors. In fact there are now inspectors for just such work. However, I do not think there has been any great number of serious objections from retailers as to the leaving out of the weights or rates from shipping bills."

Needs to be Tested.

R. C. Steele, who was president of the Board of Trade two years ago, when the question of a new bill was mooted, is away from the city, owing to illness, and his son is conducting the business in his absence. Mr. Steele, jr., had not taken the interest in the question as had his father.

"The old bill certainly needed improvement, but until the new one has been in force for a year it would be hard to say how it will work. There were many things that looked well on paper, which on trial might not work out so well."

Omission of Weight and Rate.

"On whom should responsibility rest for inserting the weight and rate in bills of lading?" was asked H. A. Gunn, of H. S. Howland, Sons & Co. "I do not think that is an important matter at all," said Mr. Gunn. "We send out many bills of goods and frequently leave off either the weight or rate, and sometimes both. There are just a few of our customers who insist on this point, and the complaints are very few. We have to apply to the railway for the rate in many instances. To fill out the blanks would be very nice, but it would be costly, for an extra clerk would be necessary and he would find a mistake of probably not more than $5 in the whole year. Paying out $1,000 to discover a $5 error is not good business. And if the hardwaremen were to figure up every bill of goods to see whether an error had been made, he would be giving a lot of time to unprofitable labor away from his store, and in the end discover a mistake very, very seldom. I do not think the matter is a serious one."

DEFECTS IN SALESMANSHIP.

A disagreeable salesman, who feels it his duty to consult his own preferences and put forward his own personality at all times, is a bad man in a store. He will not only lose sales—he will drive trade out of the store, never to return.

The clerk who succeeds needn't bow down to a customer and sacrifice his own self-respect, but he can't lord is over purchasers and insist on doing their buying for them, and he can't pick and choose customers and deal pleasantly with this one and he sharp and crabbed with one he doesn't like.

FILE TRADE CATALOGUES.

A feature of modern business which is here to stay, is the trade catalogues. By no other means can a manufacturer or his representative come so thoroughly in touch with customers and prospective customers as through a well-designed, well-illustrated and well-printed booklet.

A library of catalogues, if well selected and kept up-to-date, is a very convenient means of reference and a rare repository of the words and terms used in connection with the hardware business and all articles handled by or known to the retail trade, and a vast store of reliable and useful information may be culled, even by the best informed merchant from a collection of well-prepared catalogues.

It has become the custom in all lines of trade to publish their catalogues, circulars and booklets in form worth preserving so the proprietor or manager of a retailing establishment who is wise will establish a carefully indexed and well arranged set of catalogles on the shelves above his desk or somewhere in his store office.

The safest practice is to save everything of respectable appearance which comes into the store, bidden or unbidden, and throw away nothing of possible use until a new edition of the same comes out, when a simple exchange of the old edition for the new one is made.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 62.

MONTREAL.

August 20.--Trade while somewhat quieter in tone has been very steady during the week, and the aggregate bulk of metal moving has been satisfactory considering the dullness usually apparent at this time of the year. Jobbers report fair inquiries in copper, tin, and spelter. Bookings for later delivery are very promising, and next month should see heavy shipments in pig iron, tin, and galvanized sheets.

There has been no change in prices this week, although tin in the primary markets has shown a rising tendency—New York touching the 30c mark for the first time during the year,—while copper has been higher in London than for the whole month of July. Jobbers, however, take fluctuations in these markets quietly, and do not alter prices until primary quotations take a decided turn one way or the other. Spelter remains as steady as ever but lead is weak and uncertain.

PIG IRON—Shipments of pig iron are steadily arriving and the metal is being distributed quickly as the stuff is wanted. Good contracts are being placed for future delivery and the season promises to be very heavy right up to the close of navigation. Scotch brands are going very well. Canadian furnaces are busy, and prices are strongly held. The good tone in the States is helping this market to a very great extent. We quote imported pig, Clarence, $16.75 to $17; Middlesboro, No. 3, $16.50 to $16.75; Summerlee, No. 1, $19.75; No. 2, $18.75 to $19.25.

Conditions in the Old Country are about the same. Stocks have shown an increase, but exportations have shown a tendency to improve, and this should equalize matters. Cleveland warrants are now quoted at 50 shillings and one penny. Steel likewise is moving better, although the work on hand is much below the capacity of the plants. The tone of the American market, however, is helping matters somewhat. The iron and steel situation in the States shows further improvement, and prices have an advancing tendency. Large orders have been placed, and a good demand for immediate delivery with the furnaces well sold up has increased prices. Large tonnage is being held for a further advance, and inquiries for next year bring out quotations that are very much higher than current prices. Railroads are placing much better steel orders, and the feeling is one of great confidence.

TIN—Despite the fact of higher figures in the English market, local jobbing prices have not been increased, and 32½c still obtains. Further strength to tin, however, will bring an advance next week. Orders have come in steadily for medium sized lots, and what is bought is being all used up. The special feature of the week has been the reaching of the 30c mark in New York the first time during the year. Buying has been better both in London and New York. The strength to the markets seems to have been brought about by the statistical position of tin, the shipments for the first half of the month being much smaller than anticipated. The tinplate trade in Wales seems in very good condition, as makers are not anxious to book business too far ahead, and in some cases will not quote at all.

COPPER—The market is steady and unchanged, 14¼c being still obtained for ordinary jobbing lots. The demand is good, and inquiries are arriving freely. The whole tone of the market is much brighter than it was. Copper in the primary markets continues very uncertain, although there is one good feature that statistics show a large increase in the U.S. domestic consumption for July. Copper production in Canada shows a slight decrease. It is reported that the British Columbia Copper Co. are likely to take over the New Dominion Copper Co. The properties are very near to each other, and the ore is the same. Such a consolidation would help the copper industry. Granby treated and shipped 500,000 tons of ore at its smelter during the first half of the year, a slight decrease compared with the same period last year.

SPELTER—The spelter market is firm and unchanged at $5.75. Good orders have been received during the week, and some heavy contracts have been placed for later delivery. The London and St. Louis markets keep up their strength, the control of prices being well maintained.

LEAD—Lead is without much feature, and the price of $3.50 for imported with Trail 10c less is maintained. The English market has been fluctuating and on the whole shows further weakness. Stocks, owing to the poor consumption and exportation, seem to be increasing all over. The metal is accumulating in Australia, while stocks are also being carried in Spain. The future of lead does not look rosy.

TORONTO.

August 20.—The metal trade reports good business despite the fact that a number of the prominent metal men are holidaying. Buying is first class taking into account that this is usually a quiet part of the year. The reviving industrial situation has made a good impression, and the outlook for the fall is more than fair. The 100,000,000 bushel grain crop in the west will help on the good feeling. Indeed some metal men aver that the coming fall's business will not only be in excess of last year, but also in advance of two years ago.

Iron and steel continue to hold the front rank and trading in them is highly satisfactory. The new United States tariff while it may not help the Canadian metal trade materially has a tendency to do so. The duty on pig iron has been reduced from $4 to $2.50 and iron ore from 40 cents to 15 cents a ton. Beams, boiler-plate and sheet iron are down 2-10 cent a pound; and about the same reduction has been made on tinplates and steel ingots. Tubes are cut from 2 to 1 cent, and wire from 45 to 35 per cent.

Railways are buying pretty freely in both Canada and the United States. A particularly pleasing feature being the placing of orders for rails and rolling stock by Canadian roads here in Canada. Structural material, too, is active.

PIG IRON—Buying is quite active and prices are firm. Production is increasing both here and across the border, but demand has increased probably better in proportion. Sellers are keeping near the market. No. 2 Canadian foundry is around $19; with imported pig somewhat higher. No. 3 Middlesboro is $19.25, and Cleveland, $19.75.

COPPER—While this metal is at present quiet, the market is firm, and the price is unchanged. Industrial concerns are daily taking more copper and stocks are decreasing both in the United States and in England. The fluctuations in copper of late have been few and the price has not varied more than about a cent. Lake and casting ingots are 14½c and 14 cents respectively.

LEAD—A little on the quiet side this week is lead, though the actual business done has been fairly satisfactory. The market is around $3.60 for imported pig lead and $3.50 for native. Better buying is expected in the fall.

TIN—Trading has been fair and sales passed without any "haggling" about the price. The quotation of 32½c is firm and fair compared with earlier markets and with the other metals.

SPELTER—The market has quieted down; but the situation is strong. Buyers are holding off. The United States tariff is increased on this line, 1⅜ cents a pound being the new duty. The local quotation is yet at $5.75.

SHEETS AND PLATES—Notwithstanding that at this season of the year the market is normally quiet, some good orders are being placed and more activity is in evidence than had been expected. Prices are unchanged, although competition is expected from United States houses now that the Dominion government has made tinplate non-dutiable.

OLD MATERIALS—Old iron and steel are very active and some lines have gone up in price. The cutting of the duty from $4 to $1 on scrap metals has stimulated business and made the demand stronger. Competition is now keener and the Canadian dealers have a wider field. Dealers are paying for old lines as follows: Heavy copper wire, 11¼c; light copper bottoms, 10½c; heavy red brass, 10¼c; heavy yellow brass, 8¾c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3½c; No. 1 wrought iron, $11; machinery cast scrap, No. 1, $15; stove plate, $13; malleable and steel, $8; old rubbers, 9c.

HARDWARE MARKETS

MONTREAL.

August 20.—There is a decided improvement in the bookings for fall lines such as sleighbells, lanterns, halters, cow ties, cross-cut saws, and axes. Dealers seem to be taking much more interest in the markets, and a more confident tone is expressed. The general good reports as to the crops, and the optimistic feeling of the farmers, are encouraging the merchants. Immediate delivery orders continue very good, Stocks genrally may be on the light side, but, judging from the character of the ordering, all through the summer, they are well assorted.

All lines are moving, especially builders' hardware, general household lines, bolts and nuts, and guns and ammunition. Some immediate delivery orders have come in for skates, hockey sticks and pucks from western points.

The markets are firm and unchanged. Shovels are steady at the new prices. Bolts are firm, and wire still unchanged. Business in this last line is slow at present.

BUILDERS' HARDWARE—There is a very good tone to the markets, and orders are coming in steadily and well. Canadian makers are very busy, and delivery continues hard to obtain in lock sets. No price changes are announced, but naturally quotations are very firm.

FALL LINES—Booking has improved in sleigh bells, lanterns, burners, cow ties, halters, cross-cut saws, axes, and the fall movement promises to open out strongly before long. Dealers seem more confident as to their prospects. Household lines are moving well, especially cleaning goods, such as carpet sweepers, wringers, washing machines, mops, pails and brushes.

MINERS' SUPPLIES—The market keeps firm and unchanged. Orders, while not brisk, are steady, and a fair aggregate is being done. We quote: Miners' picks, 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS—These lines are selling well, dealers, while not ordering heavily, are steady with their orders. We continue to quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½c.

SCREWS—A fair movement characterizes the screw market. Small sizes are selling the best. We quote: 85 and 10 off for flat and round head, bright; 75 and 10 off for flat head brass, and 70 and 10 for round head, brass.

SPORTING GOODS—Guns and ammunition are now moving very strongly, and there is a good tone to the markets. Canvas coats and vests are also in better call. Skates, hockey sticks, and pucks are now moving, western orders taking immediate delivery.

SHOVELS—There is a steady movement in shovels and trade seems to have benefited by the recent cut. No further changes are reported, and we quote: First and second grades of spades, 60 and 2½; 3rd and 4th, 50 and 2½.

119789—A. C. Hope, F. Farquahar, C. 3rd and 4th. 45 and 5.

WIRE—Trade is naturally on the quiet side. The market is firm with no changes reported. We quote: Bard wire car lots and mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots f.o.b., Montreal. Coiled spring fencing, $2.30; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.25 base. Other lines, $2.30 f.o.b., Montreal.

TORONTO.

August 20.—Trading while not showing much improvement over a week ago is steady. The holidy season is yet shadowing business to some extent. The real feature of the week is the opening of fall ordering, some fair bookings having been placed. The wantable lines just now are general shelf hardware and, of course, builders' hardware. On the whole a satisfactory amount of business was done, with good inquiry for the coming season's lines. Prices are firm and no immediate changes are anticipated.

HARVEST TOOLS—The big buying season for this line is done, though fair belated orders and inquiries still come in. The farmer as a rule has now all his requirements filled for this year. Country hardwaremen say, however, that the smaller tools and implements are asked for frequently enough.

BUILDERS' HARDWARE—Though not pressed so acutely as a month ago, city and town hardwaremen report continued good and steady trading in both builders' hardware and builders' tools. Locally, some of the larger establishments say they have not yet caught up with orders on specifications. The higher grades of hardware are going out in sales more freely than perhaps ever before, and the end is not yet in sight. Prices are at fair figures and the market is firm.

FALL GOODS—Inquiry has opened up for necessary repair lines about the farm, barn and home, and indeed the few orders already received are pretty fair ones. Wire fencing is expected to be a steady seller and country hardwaremen, especially, anticipate a good fall selling season.

HOUSEHOLD GOODS — Preserving kettles, bottles, rubbers, corks and all the other paraphernalia of the fruit and vegetable preserving season are going out more freely, and enamel and tinware, kitchen utensils are coming well to the front. Brooms, carpet sweepers and the newer automatic cleaners are in fair demand.

HEAVY GOODS—Structural steel in the smaller sizes for stores and residences are becoming more of an adjunct to the hardwaremen catering to builders. This steel is to some extent ousting wood, and in certain localities is quite as cheap. Nails are selling well without makers being pushed as earlier in the summer. Screws, too, are steady, though hardly so active as a month ago. Bolts and nuts are stronger in demand and pipe is selling particularly well. Bars and rods are fair.

SPORTING GOODS—Some few lots of fishing tackle have been sold this week, no doubt for stocking up purposes. Hardware merchants in the tourist centres say there is yet good money in this line. Guns and ammunition are going out in shipments very fairly, though retail sales have not bulked large as yet. Outdoor games are steady, with a slight flurry in tennis and bowling goods, an impetus having been given to these games locally by reason of the recent tournaments.

U.S. METAL MARKET.

New York, Aug. 19.—The Iron Age says: The event of the week is the opening by the United States Steel Corporation of its books for 1910 delivery on steel rails, and the acceptance of orders from a few Western roads aggregating 200,000 tons. The quantity ordered by one of these roads is unusually large, and indicates that the demand upon the mills for next year will be more than normal. To the steel industry at large this points to very favorable conditions for the coming year.

It will strengthen the conviction which has been gaining ground throughout the whole industry that ample, and possibly more than ample employment is coming into sight. In some branches, however, the price movement will bear close watching in view of the possibility of importations under the new tariff rates. Even to-day we are not far away from the chance of profitable importations of pig iron on the Atlantic Coast, and American merchants have already purchased pig iron warrants abroad. The pig iron so purchased may be actually brought over later on or the warrants sold at a profit should the markets there advance in sympathy with our own, which they so often do. In other words, if they lag behind us in the advance, foreign pig iron will come in.

The principal feature in the pig iron markets is the continued activity in basic pig in the east, where a positive scarcity has developed for prompt delivery. The demands for this year even do not seem to be fully covered, and there have been sales aggregating about 30,000 tons including one lot of 25,000 tons at $17.30, delivered. For a round lot for the first quarter of 1910 $17.50 was paid, but the majority of sellers are virtually out of the market.

There has been considerable buying of old material in the Chicago market, while in the east something like a deadlock has developed. The largest block of scrap in the San Francisco market, close to 40,000 tons, is reported to have

been sold for delivery to Pueblo, so that it will not come to the Atlantic Coast.

U. S. IRON TRADE.

Cleveland, O., Aug. 19.—The Iron Trade Review says: "All lines of iron and steel manufacture have experienced a continuation of the heavy demand and inquiry which have been noted for weeks and the mill managers find themselves more and more seriously confronted with the problem of getting out material in anything like contract time. This is even more keenly felt by the interests dealing in fabricated material, but it is true, to some extent, from one end of the list to the other. The tens of thousands of new cars will require thousands of axles, and the making of the axles will consume billets, which are already extremely scarce. Prices of raw material are higher, and there is an increasing tendency to withhold quotations for any delivery later than the end of the present year. Furnaces seem to be very indifferent as to next year's sales and prices, and the interest in the first quarter, 1910, seems to be manifested by those who will require iron in that period. With all the satisfaction that comes with a return of prosperity, there is the inevitable "fly in the ointment.' The law of compensation is one that works both ways; it can be harmful as well as beneficial. Just now the disquieting thought is the possibility of a car shortage, and this is by no means a remote possibility. With the crops of the country reaching a point beyond all precedent in some cases, and approaching record figures in others, the railroads, even with their augmented rolling stock and motive power, will be taxed to their utmost to handle the enormous volume of freight which the next few months will produce. It is expected that the tonnage will not fall far short, if at all, of the tremendous proportions of the rush months of 1907, when all records were broken. Whether the equipment of the railroads will be equal to the demand is a serious question. In the south, the cotton crop, while not up to the mark, is sufficiently large to be an important factor, and the fact that it is an inflamable commodity, and, therefore, handled with especial dispatch by the roads, makes the situation of other shippers, among them, of course pig iron makers, anything but comfortable."

METAL NOTES.

The electrical process of smelting ore has just been inaugurated at the works of the Canada Zinc Company, at Nelson, B. C. The electricity for the furnaces is developed at the Bonnington Falls on the Kootenay River by an English company, and transmitted to the plant at 16,000 volts.

The richest mines of manganese known are those of the Caucasus, in Russia. A committee formed is now considering a very important reduction in freight rates in order to increase the production.

HARDWARE TRADE GOSSIP

Ontario.

Jackson & Yorke, hardware merchants, Parkhill, have assigned.

H. A. Carswell, secretary of the Ontario Malleable Iron Co., Oshawa, is on a holiday trip to Seattle.

McDonald & Hay, North Bay, report business good, with miners buying more freely than for some time.

The Gurney Foundry Co., Toronto, have secured the contract for the kitchen equipment for the Smallman & Ingram department store restaurant at London.

Hon. Frank Cochrane, who conducts a hardware business at Sudbury, has formed and incorporated a company, capitalized at $250,000, to conduct the business.

J. R. Hambly, Barrie, is a director of the Barrie Carriage Co., who succeeded in having their by-law for a loan for factory extension adopted by Barrie ratepayers on Monday last.

The stove, tinware and general jobbing business carried on in Renfrew for many years by H. Moss & Son, has been taken over by H. D. Moss, who will continue the business.

Charles Boyd, of the estate of J. F. Young, hardware merchants, Gravenhurst, reports a very satisfactory tourist trade this summer, as well as an improvement in lumbering. Prospects are for a splendid fall business.

O. M. Hodson, formerly of Bolton, Ont., and Arthur Payne, recently with Prince & Co., Toronto, are to open their new hardware store at 584 Bloor Street West, Toronto, to-day (Aug. 21).

The Dain Manufacturing Co., of Ottumwa, Ohio, who have had an office at Preston, have this week removed their business from Preston to Welland, where they are erecting a large plant for the manufacture of hay presses, hay loaders, rakes, and other agricultural implements.

Rodney Tye, a clerk in the hardware department of the John Armstrong Co., Bridgen, while engaged in tapping a barrel of gasolene had his clothes soaked with the fluid. Entering the store he came in contact with a lighted match thrown on the floor. Immediately his clothes were ablaze and before they could be removed he was seriously burned. It is not known as yet whether he will recover.

Quebec.

J. E. Fortin, hardwareman, Montreal, has compromised with his creditors.

The hardware store of J. C. Harbec, at St. Johns, was partially burned a week ago.

The second annual picnic of the employes of Brandram-Henderson, Montreal, was held on Saturday to Isle Gros Bois, over 300 attending. The picnic was in charge of the Brandram-Henderson Athletic Association. Much of the success of the day was due to the active interest of Joseph R. Henderson, president of the company, who started the races and presented the prizes.

Western Canada.

John M. McKay, Neelin, Man., is selling his hardware business to Pritchard & McCreary.

W. J. Griffin, Shoal Lake, Man., is succeeded in the hardware business by T. W. Miller.

R. E. Cotton, Radisson, Sask., has given up his hardware store and retired from business.

Duggan & Twomey, hardwaremen, Camrose, Alta., have secured Edward Ely, lately of Didsbury, to take charge of their tinsmithing department.

The Hick Hardware Co., Lethbridge, has the contract for plumbing in the new Westminster school being built at that place. The contract is worth $6,590.

Great Britain.

Cyrus Dolph, president and general manager of the Metal and Shingle Siding Co., Preston, Ont., who is now blending business with the pleasures of travel in England, registered at the London office of Hardware and Metal on Aug. 4. Mr. Dolph is gathering much valuable information in a very agreeable way and feels that he never realized before, the importance of the educational side of a journey such as he is now enjoying. During the week of August 9th he made a tour of the principal sheet steel and tin plate works in South Wales, a section of the country that abounds with interest for any hardwareman, and particularly for a manufacturer whose raw material is so largely produced in that district.

United States.

Work has begun on the new factory that is to be erected for the Frank Mossberg company, at Attleboro, Mass., to cost $50,000. The principal product of the company's plant is the Mossberg wrench, and the output has been larger than any other single concern in the world. A large porportion of it has been export trade. During the past two years, the concern's business has greatly developed and it has been necessary to establish a larger plant.

The day of poor rope has gone by; even the smallest consumers are beginning to realize the difference between what is good and what is poor in this line. The struggle by some manufacturers to produce something cheap, has placed so much worthless rope on the market that is has brought on the inevitable re-action; consumers are ready for something better and will back the dealer in handling a first-class article.

Since the beginning of August the permits at London have numbered 12, with a value of approximately $15,000. The most important building was that to be erected by A. E. McClary at the corner of Queen's avenue and Colborne street, to cost $12,000.

Trade Gossip from Canada's Eastern Provinces

Enterprise Foundry Company Hold Reception and Distribute a Novel Souvenir—Plant and Stock of the H. H. Dryden Co. Sold by Auction.

ST. JOHN.

Aug. 18.—The Enterprise Foundry Company held a public reception recently at their new plant in Sackville and many ladies and gentlemen took advantage of the opportunity of going through the works and seeing how stoves are made. The visitors had an opportunity of seeing the process of moulding, the nickeling work, polishing, fitting up, pattern making and also were shown attractive samples of the finished product. As a souvenir of the occasion each visitor was presented with an ash tray made in the form of a small pig. The tray was made of pig iron, nickelled and polished and attached to the tail of each pig was a card conveying the compliments of the company.

The sale of the property of H. H. Dryden, Limited, by the liquidators, was held in Sussex last week. The property on Main street, occupied by the Connolley, Fairweather Hardware Co., was sold to F. R. Taylor, for $4,500. The factory building was knocked down to John F. Tilton, traveler for W. H. Thorne Co., St. John, and there is considerable speculation as to what will be done with it. The bulk of the manufactured stock was bought by the Connolley, Fairweather Co., at thirty-three cents on the dollar.

Tenders are being asked for the erection of a new building to replace the MacDonald Consolidated School, at Kingston, King's County, N.B. The building is to be two storeys with basement and will cost in the vicinity of $12,000.

R. Chestnut & Sons, Fredericton, are furnishing 800 barrels, (3.200 bags) of Vulcan Brand cement, to Robert S. Low, the contractor who is putting down permanent street pavement there.

W. E. H.

HALIFAX.

August 16.—The wholesale hardware jobbers report trade quiet in most lines at the present time. There is very little business moving in the principal centres, and in the coal mining districts the outlook is not promising. The strikes at Springhill and in Cape Breton have played havoc with business and there is general complaint regarding the existing conditions. In Springhill the strike has affected business more than in Cape Breton. Some of the merchants there consider the outlook very blue and already a few of them have closed out their business and started for the Canadian west. The town has suffered severely from strikes, and was just about recovering from the last one when the present strike was precipitated. The jobbers are, however, hopeful of a good fall trade in other sections of the province.

The old Molega mine, after a rest of about twelve years, is again yielding gold. The mine is now under new management and all new machinery has been installed. This consists of a 60 horse-power engine from Goldie & McCulloch, of Galt;, an Ideal No. 5 feed water heater; two tubular boilers, of 50 horse-power each, from I. Matheson & Co., of New Glasgow, and an air compressor. New hoisting gear pumps and drills have been installed by Ingersoll & Sargent, of Montreal. In the mill is a twenty-stamp battery, ten of which are running day and night.

J. H.

Interesting Trade Items Gathered in Ontario

Kingston Experiencing an Active Building Season — Peterboro Merchants to Appoint an Official Collector—Guelph Hardwareman's Methods of Selling Binder Twine —Hardwaremen From Niagara Peninsula pay a Visit to London—Peddlers License Fee to be Increased at Brantford — Workings of the Collection System at Wallaceburg.

KINGSTON.

August 17.—That this has been the best building year that Kingston has experienced in over twenty years, is the opinions expressed by leading contractors. Over fifty houses are in course of construction and in addition to this, there are many extensions and alterations being made to old houses.

Tenders have been called for the excavation work for the two new science buildings to be erected at Queen's University. The two will cost $132,000. It is estimated that the building constructions this year exclusive of erections at the locomotive works will total the sum of $350,000. So far the dwelling houses being erected total about $200,000.

Simmons Bros., Princess street hardwaremen, were awarded the contract for the sanitary improvement of the county jail. The work of plumbing, putting in baths and lavatories, and the instaling of hot and cold water. The contract was given this firm for the sum of $1.127.

W. H. Marshall, who has taken over the hardware store of Archibald Strachan, has shown much ability in the art of window dressing. This week he has his large window arranged with carpenter's tools, and they have been placed in such a way as to be very attractive.

This week the waterworks' committee of the city council sold an old pumping engine which has been idle for about fourteen years to Karl Goldman, of Kingston, for the sum of $200. It will be sold for scrap.

E. G. B.

PETERBORO.

August 17.—Peterboro merchants have decided to adopt the system of collecting debts which now obtains in many Ontario cities and towns, viz., the appointing of a collector who will work for the members of the local retail association and will prepare for them a list of people who are known as deadbeats. The success that has been secured in other places is looked for here and at least the merchants will be given a chance of trying the system for themselves.

A prominent builder stated to your correspondent a few days ago that the building season in this city is likely to extend late into the fall. The number of buildings in the course of construction and those which are being planned seems to warrant this statement. The amount of the city's building permits for the present year are far ahead of those for the same months last year. The Carnegie library has been commenced and will cost $30,000, the Colonial Silk Weaving Co.'s new mill is almost completed, eight new stores on the main street are practically finished, the new Catholic church will soon be ready for occupancy. Tenders have been called for the new Presbyterian church and other work is pending which promises to keep the building trades brisk until the snow flies.

Higgins' Hardware Co. have recently been showing a window of binder twine which during the last three weeks has been a seasonable article.

The new waterworks dam is in its first stages. The total cost will be over $120,000. Tenders are called for the construction of a cement bridge at Smith street to cost about $30,000.

The William Hamilton Co., manufacturers of mill machinery, etc., which was resuscitated about a year ago is gradually increasing the number of its employees and is considered to be more prosperous than the old company ever was. Many orders have been received of late and more hands have had to be engaged. In this connection the majority of the mills and factories are busy, and the outlook for the winter is very bright.

H. T.

TORONTO.

August 19.—A. H. Brittain, Montreal, vice-president of The Schultz Mfg. Co., Hamilton, was in Toronto this week.

Peleg Howland, president of H. S. Howland, Sons & Co., wholesale hardwaremen, is spending a week's holidays out of town.

J. E. Willows, who for the past 13 years had been employed by the Queen City Oil Co., lately as city traveler, died on Saturday last. Mr. Willows was an enthusiastic bicyclist and an officer of the C.W.A.

Miss Mary Rogers, youngest daughter of the late Senator Samuel Rogers, and sister of A. S. Rogers, general manager of the Queen City Oil Co., died on Monday last.

J. O. H.

BARRIE.

Aug. 17.— J. R. Hambly and F. W. Otton, two of Barrie's hardwaremen, will be members of the Retail Hardwaremen's Association excursion party going to Montreal on Aug. 23. Mr. Hambly expects to have his sister and cousin accompany him while Mrs. Otton will look after Fred and see that he does not become seasick.

H. H. Otton & Son have a reputation for making good window displays and the accompanying illustration of their store interior shows that they carry their display ideas into the store arrangement.

Hardware and Metal does not advocate the use of the ceiling for displaying goods. It prefers to see a clean ceiling decorated with artistic metal work. Hardwaremen advocate metal ceilings and should set an example in their own stores. But where hanging lamps are carried it is hard to avoid the use of the ceiling and in using the ceiling on one side Mr. Otton has apparently felt it wise to carry the same effect throughout. The only unusual feature of the ceiling decoration are the screen doors suspended over the counter. On these as well as on the lamps price tickets are seen.

Silverware, cutlery and gun cabinets are placed to the front of the store, paints also being prominently shown on the shelving to the left. Seats are provided for customers and a wide space left between the two rows of counters.

Fred W. Otton, who has attended several retail hardware conventions, is standing beside the cash register.

Interior of H. H. Otton & Son's Store at Barrie, Ont.

LONDON.

Aug. 17.—Travellers are back on the road again this week. After their two weeks' holidays, and jobbers expect to be getting busy again shortly.

Retail trade continues rather quiet, but the prospects are considered bright.

A party of hardware merchants from the Niagara peninsula dropped into the McClary works last week and were shown through the vast establishment by Mr. Thompson, the company's representative in that district. The visitors included: Frank Haney, Dunnville; William McClelland, Niagara-on-the-Lake; J. D. Murdock, Welland; W. Crawford, of Clark & Crawford, Niagara Falls; Fred Heximer, Niagara Falls Centre; C. J. Drake, Chippewa; M. Zimmerman, Smithville; R. C. Webber, of Webber Hardware Co., Dundas; James Wray, of Rogers, Wray & Greenway, Grimsby; I. H. McTaggart, Beamsville; J. Philips, Port Colborne; J. H. Watson, of J. H. Watson & Co., Hamilton; A. Rogers, manager hardware department, G. W. Robinson Co., Hamilton; E. B. Davis, Cayuga; William Murray, of W. Murray & Son, Cayuga; and F. E. Sheydrick, Hagersville. The party were delighted with what they saw.

English capitalists are now being interested in the project to pipe natural gas from the Port Dover field to London, and it is hoped that before long something will be doing in that direction.

J. K. H. Pope, secretary McClary Manufacturing Company, was presented by the office staff with a handsome traveling bag on the eve of his departure for the west last week.

Building permits issued since the beginning of the year are over fifty per cent. in excess of the corresponding period last year, and there are more to follow.

F. T. Y.

GUELPH.

Aug. 17.—There is some talk among the members of the local Retail Merchants' Association with respect to procuring a down town office for D. A. Scroggie, their official collector.

W. Philip, one of the Bond Hardware Co.'s staff of travelers has come in off the road for a week or two and is taking the place of W. G. Howell as head of the retail department, while the latter is taking a trip to Montreal, Quebec, and other points east.

Miss Hockins, bookkeeper for S. & G. Penfold, is spending a couple of weeks visiting friends at Erin.

Local hardware men seem to still have a number of refrigerators, ice-cream freezers, screen doors and windows, to dispose of. G. A. Richardson, McMillan Bros., and H. Occomore & Co., all have window displays of refrigerators and screens.

Reginald Gordon, of the staff of G. A. Richardson's store returned on Saturday from his summer vacation, which he spent with friends in Hamilton.

Harry Forrester, one of Penfold's clerks got back on Saturday from a holiday spent with relatives in Kingston.

Preserving kettles and weighing scales worked in together in a very attractive window display is a feature of McMillan's store this week. The fine granite preserving kettles suggest the scales for weighing out the ingredients of the preserves, and here the prospective customer can see just what she wants and just when she wants it, too.

Milton Auman and Bert Farrow have both returned from their holidays, and are back at their accustomed places, behind the counters in Bond's.

The Clerks' and Salesmen's Association held a meeting last night at which they made further arrangements for a big Clerks' Day at Exhibition Park on Thursday afternoon the 26th of this month. They have engaged the Guelph Musical Society band and are arranging a big programme of sports and amusements. It is their hope to raise enough money to pay off all the debts incurred by their excursion difficulties.

"It's getting around to the time of the year when we get busy installing furnaces," said H. Occomore, tinware and stove dealer. He featured furnaces and gas stoves in his window display this week.

Most of the Guelph hardware men have enjoyed a good binder twine sea-

son. Some, of course, better than others. S. & G. Penfold, on account of their strong connection with the country trade, gained largely through farm implement and wagon departments, naturally have had the biggest sales of binder twine in Guelph this season. A member of this firm when asked how the season had been for binder twine sales pointed to a little pile of twine, not more than a few hundred pounds. Guaranteeing to fill the orders whenever desired, at the market prices or at a prices or at a price not higher than those quoted, was the only way of insuring a good season's sale of twine they thought. The risk of twine going up in price did not worry the retailers, for the price on advance orders is guaranteed to him, just as he guarantees it to his customer. Penfold's sold eight tons of twine this year on signed orders, and said that the few hundred pounds which your correspondent saw was all that was left of a ten ton carload. They agreed with a number of other Guelph hardwaremen, who discussed the question with the writer, that the best means of booming the binder twine business was to make good use of the little order books sent out by the binder twine manufacturers—to book all the orders possible with the farmers during the Winter season, when they were not busy. H. F. N.

BRANTFORD.

Aug. 17.—As mentioned previously, there has been a great deal of adverse comment upon the selling of razors and cutlery by peddlers on the market square. Mayor Wood, when seen by your correspondent, stated that he was of the opinion that the by-law regulating the sale of goods on the market, was in need of amendment, especially that part having to do with outsiders coming in for special harvests on the nature of auctioneering off of bargains. Retailers were complaining that a merely nominal sum of $15 was charged for the privilege of doing an enormous trade on the market. The license fee will be raised in the amendment.

Pratt & Letchworth have been awarded the contracts for 12,000 galvanized clamps to carry the cables of the Hydro-Electric Commission's Niagara power scheme. The Paris transformer station will be erected by John Hyman, of London, at $19,850.

Tenders are being asked for plumbing for the new school at Ingersoll.

The Harold-Sanderson Company, Paris, is confident of commencing operations by November 1.

The Brantford Club rink, skipped by W. R. Turnbull, of Turnbull & Cutcliffe, hardware merchants, won the city championship in a tourney held last week.

C. Reichman has been awarded the contract for an extension to the Methodist church, Port Colborne.

Tenders are being asked for paving Colborne street from Alfred to Stanley street, and Market street from Colborne to West street.

A. W.

CHATHAM.

Aug. 17.—Hardwaremen are experiencing a rather quiet time just now, owing to the fact that the farmers are too busy with the harvests to come to town. The wheat harvest turned out very well in most sections, while the recent rains will do a great deal of good to the late crops.

Ed. Wanless, of the J. C. Wanless hardware store has returned from a week's trip to Toronto, Montreal and Quebec.

Jules Perrott, who for the past nine years has been associated with the Geo. Stephens & Douglas hardware firm as clerk has resigned to accept a position as traveler for a large Montreal wholesale concern. Jules will be much missed not only by his firm but by hardwaremen generally, and particularly in the line up of the hardware ball team, where he was a leading spirit.

J. L. Wilson & Son, architects, are calling for tenders for all trades for the complete renovation of the Brisco Opera House into offices and apartment buildings. There is talk of a new opera house for Chatham next summer.

J. G. Crosby, the Highgate hardwareman, is an enthusiastic bowler, and has just fitted up a bowling green for the entertainment of his friends.

R. Clark & Son, of Petrolia, have started the building of a new steel and concrete bridge over the flats at that place.

There has been quite a shifting about in local plumbers' offices. R. H. Jones, formerly of Arntfield & Jones has moved to the other side of Lacroix Slip, taking the office formerly occupied by Bell & Conwright. The latter firm has dissolved. C. R. Bowers has taken the old Arntfield & Jones office, and made some improvements.

Herb Doyle, of the Stephens & Douglas hardware store, was in St. Thomas last week. W. E. P.

WALLACEBURG.

Aug. 17.—Though only its first month in operation, the collection department of the Wallaceburg Merchants Association collected, directly and indirectly, during July, $505.80.

Wallaceburg is a town of about 3,000, with a considerable floating population due to the fact that the chief factories do not operate the entire year round. Hence, long credits are the rule. Though the collection system, recently formed to deal with credit conditions, drew its inspiration from that in Chatham, it is in many respects radically different.

E. Askunas, association secretary and official collector, was the prime mover. Mr. Askunas is a Greek, and a comparative newcomer to Wallaceburg, where he started as a fruit merchant. Now he is devoting his entire time to collection and association work.

The Wallaceburg collection department comprises 34 members. Fees are graded according to the importance and extent of the business done by each member. The collector receives a salary at the rate of $600 per annum for the first six months and $650 per annum for the next six months—or net, $625 for the first year. That's as far as arrangements have gone.

A noteworthy feature is that, of the collections so far made, only about ten per cent. have actually passed through the collector's hands. The balance was paid direct to merchants, as a result of the collector's work. Mr. Askunas encourages this. He believes in the merchant and the debtor getting together.

"Our people here are suspicious," he adds, in explanation of the remarkable disparity, "and they prefer to pay direct."

Mr. Askunas makes it a point to be at his office all day Saturday. This is for the purpose of meeting debtors who prefer to come to him, rather than have him come to them.

"Do you actually make collections in that way?" was asked.

"I do," rejoined Mr. Askunas. He added that quite a few debtors dislike having the official collector call. Accordingly, they are given the opportunity to make weekly payments to him at his office, on the understanding that he will not call on them, unless they default. In that event, the call follows immediately.

Collections are rarely made for less than $1 at a time. "Less than that is not worth going after," remarked Mr. Askunas; and though he admitted having at times taken smaller payments, yet his aim has been to drive them up to the dollar mark in every instance.

A curious feature is that, where there are a number of claims against the same debtor, the payment is not divided pro rata among the creditors, or even equally as is the case in Chatham. Instead, the entire payment goes to the first account filed. The next payment will be applied upon a second account; and so on, till there is a payment on each account. "It saves bookkeeping," is Mr. Askunas' naive explanation.

The Wallaceburg official collector still speaks with a marked foreign accent, but he has a quiet, simple, determined way about him that assists in delivering the goods. His wife is a splendid assistant in what simple bookkeeping is necessary for keeping the scheme in shape.

As a pioneer small-town collection scheme, Wallaceburg's experience will be watched with interest. V. L.

NOTICE TO SUBSCRIBERS.

W. A. Gay, recently employed from our Vancouver office, is no longer authorized to transact any business on our account. We would thank our readers for information regarding his whereabouts.

J. Rogers will build a $10,000 residence at Vancouver. Other houses going up there include two dwellings for Whicker & Ives, $6,000; and a house for A. B. McCandless, $2,000.

News From the Prairie and British Columbia

Good Crop Report from Moose Jaw District — Traveler Becomes a Benedict—Winnipeg Ceeiling and Roofing Co. to Build Plant at Vancouver—Good Trade Reports From the Pacific

MOOSE JAW.

Aug. 14.—A number of our hardware men took advantage of the cheap Fair rates to Winnipeg.

It is to be regretted that no news of Moose Jaw hardware dealers appeared in the Special Western Number of Hardware and Metal.

The wife and family of A. E. McKenzie have returned from visiting friends in Carberry.

Some of the hardware clerks in the city have been enjoying a few holidays.

B. Cloyne Higgins, traveler for Merrick-Anderson, Winnipeg, has returned from a visit to the east, accompanied by his bride. Best of wishes!

J. H. Buchanan and A. Latham have each installed a Bowser gasolene tank and A. E. McKenzie one for coal oil.

The merry hum of the binders is now to be heard in our district, making glad the hearts of farmers and merchants alike. If appearances count for anything, there will be a good crop in quantity and quality. Oats at 60c a bushel is nice to think about, but in all probability there will be that much harvested as to make it a drug on the market.

The structures of new buildings still continue to loom up in different parts of the city and a number of old buildings are being torn down to give place to new ones.

S. W.

VICTORIA.

August 12.—After about fifteen months' negotiations between the B.C. Electric Railway Company and the city council, the agreement between the two parties relative to the development of the Jordan River power scheme has been mutually decided as satisfactory to both. It is now up to the ratepayers to say whether the agreement will be sanctioned. They will vote on the by-law incorporating the agreement on Thursday Aug. 25. On the same date the Water Works Loan By-law, being the measure providing for the raising of the sum of $1,350,000 to acquire by expropriation the property of the Esquimalt Water Works Company and build a pipe line into the city from Goldstream into the city limits, will also be submitted. The passing of these two by-laws will mean a very large expenditure and a great amount of work to be done which will benefit general trade in Victoria very much besides settling for all time the vexed water question.

The water commissioner reported at the last meeting of the city council on the cost of laying water pipes to provide certain sections of South Saanich municipality with a service. The quantity of pipe required will be 13,300 feet of 6 inch, and 24,940 feet of 4 inch. The cost including labor, etc., will be about $40,000. It is up to the Saanich municipality to accept or reject the city's offer of service.

The new fire chief is getting after residents of Chinatown about the ignoring of regulation in their electric wiring and the close proximity of gasoline tanks to the heating apparatus. The wiring is all being inspected and the tanks removed to back yards.

L. H. Fleischhauer, representing H. S. Howland Sons & Co., Toronto, is in town this week. He reports all lines of hardware trade exceptionally good at all points. Victoria's trade he found well above the average not only in builders' hardware, which might be expected from the large amount of building going on, but other lines of general hardware found a large sale.

The Esquimalt Water Works Company are calling for tenders for the supply of about nine hundred tons of cast iron socket pipes and special castings. Sealed tenders must be in before Sept. 15th.

At the last meeting of the school board a notice of motion was made to have a by-law prepared to raise between $150,000 and $200,000 for the building of a new high school, which at the present time is much needed.

W. B. C.

VANCOUVER.

August 14.—The demand of the city for sewer pipe this year has been so great that the plant from which the city supply is usually obtained has been totally unable to keep up with the demand. As a consequence, the contractors for the supply have been obliged to get the pipe from whatever source is available. Thirty carloads have already been brought in from Seattle and St. Louis and other shipments have been ordered from these places. In addition, 10,000 feet of 10-inch pipe has been ordered from the Old Country and is coming to Vancouver by sailing vessel.

With considerable construction going on in the city, there is a steady and large demand for building material of different kinds. W. J. McMartin, president and general manager of the Winnipeg Ceiling and Roofing Company, is in the city this week and states that he will erect a plant here, the location to be in the south end of the Hastings townsite. If arrangements are completed, the factory will employ about 100 men.

Latimer & Elliott, who have been engaged in business at Ladner for some time, have purchased the stock and hardware business of the North Vancouver Hardware Company.

The Vancouver Docks, Limited, have submitted a proposition to construct a dock 11,200 feet in length in English Bay off the shore of Point Grey municipality which will form a fine breakwater for shipping along the south shore of the bay. The cost will be over a million dollars. The scheme is now being considered by the council of the municipality of Point Grey.

With the demand for the apartment system of habitation some fine buildings of this nature are being erected. The latest is of the nature of a private hotel. The plans of two are now before the building inspector, and in these there are 81 rooms each, each building containing all the provision of a modern hotel. The architects are Parr & Fee, the owners being Evans, Coleman & Evans and J. A. Macwhinnie.

Louis E. Millar, of Dawson, has designed a light draught boat for service on the Yukon river and side streams, which has its paddles aft, where the fantail wheel usually appears. The paddles work on the horizontal and lift vertically, and have proved successful in operation. The apparatus was of necessary very crude being made on an anvil. It was impossible to obtain the steel castings nearer than Chicago and the builders were compelled to use a wornout hoisting engine in lieu of a modern high speed engine. On an experimental run, the boat made a run of 40 miles on the Yukon and three miles up Indian river, passing over several bars with but nine inches of water. This is said to be the first steamer built in Dawson. It will carry five tons of freight with 13½ inches draught.

M. B. Anthony & Co., who commenced business in this city a short time ago as manufacturers agents, is composed of M. B. Anthony, formerly in business in Berwick, Nova Scotia, and H. Dutton, formerly manager for The Fraser Hardware Co., Vancouver. They are handling a wide range of goods. The chief lines being: Smith & Hemingways "Red Devil" Tools; H. B. Ives & Co., metal sash fittings; W. H. Comptons, Shears and Strick & Co.'s American tool handles. Mr. Duuton who is looking after the outside work is well known in the Hardware Trade and is building up a nice business.

R. B. B.

WHERE TO STAY IN OTTAWA.

For actual comfort, there is not an hotel in Canada that can surpass the Cecil, in Ottawa. It has become the favorite hotel of commercial men visiting the Capital solely on its merits. The cuisine is unexcelled, the meals being of the highest order at all times. Service is prompt and courteous. The rooms, everyone of them new, are modern in all respects, having electric light, running water, and other conveniences. Walter B. Walby, for many years connected with various widely known Canadian hotels is the manager of the Cecil, thus assuring the running of the hostlery along up-to-date yet business lines.

—Advt.

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and a great deal more profitable—to sell a good furnace as a poor one. When your customer comes in to buy a furnace his main idea may be to get the cheapest possible. That's because most people are sublimely ignorant of the difference between furnaces. But if you are so fortunate as to have an agency for

Pease Economy Furnaces

it will be an easy task for you to convince the average customer that it is cheaper to pay a little more money and get a satisfactory furnace. You can demonstrate how Pease Furnaces produce perfect heating at the very lowest fuel consumption. Every time you sell a Pease Furnace you make a satisfactory profit, and that profit is NET. THERE ARE NO COMPLAINTS to adjust—no defective parts to replace. Every furnace is assembled and thoroughly inspected individually before leaving our factory and it reaches your customer in PERFECT CONDITION.

Why not take a Pease Agency?

Write us about it to-day?

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

The wholesalers are quite as busy as they wish to be during this particularly hot weather. Owing to vacation time the jobbers' staffs are light, and this gives the various houses a livelier aspect. There is no particular line moving in great bulk. Merchants throughout the country are handling specialties at present to satisfy the peculiar demands of harvesters and threshers. There has been little shelving of fall goods, but everyone is well satisfied with the way things are shaping and the tone of the market is good. Builders' hardware, which has been an exceptionally important line in western Canada this season, is quieter, and just now has run to lock sets and bolts, etc. The wire trade is practically over, and much of it has passed through Winnipeg during June and July. We quote a decline in the price of sisal rope from 10¼c to 9½c, while the other brands remain the same. Threshers' supplies, which indefinitely includes many lines, principally bolts, rivets and lubricating oils, are still in great demand as specialties. We report declines in iron pipe, which prices have recently become standardized. The retail trade is not heavy this week. The trade, which has been maintained particularly by the extensive building, has gone into finishing specialties. A between-seasons trade is quite in evidence. The fast approaching fall and winter will bring a greater revival than that experienced in the past two years, owing to the better outlook and the healthier tone of market conditions.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.80 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25: No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1. $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7 $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 per cent.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90· 2, $1.60; octagon, extra $2.30; 1, $1.60.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, Etc. — Pressed, retinned and plan, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60: Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

ROPE—Sisal, 9½; pure manila, 12¾; British manila, 11½c; lath yarn, 9½c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted. $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galzanized, $4.30; 26, $3.55 and $4.55.

BAR IRON—Bar iron, $2,35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.50; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.45; ⅜, $2.75; ⅛, $3.30; ¾, $3.90; 1, $5.65; 1¼, $7.70; 1½, $9.25; 2, $12.35; 2½, $20; 3, $26.50; 4, $38; 4½, $50; 5, $48.50; 6, $62.50. Galvanized: ¼-in., $3.40; ⅜, $3.70; ½, $4; ¾, $5.20; 1, $7.50; 1¼, $10.20; 1½, $12.50; 2, $16.60; 2½, $30.

FITTINGS—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20. $4.10; 24, $4.30; 26, $4.70,; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9; ½ box, $4.75; IX. full box, $11, ½ box, $5.75; IXX., full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish. 6 and 7 inch, $3.85; 8 inch, $4.10.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder. 59 and 54c; Solar red engine, 32c; Atlantic red engine, 29c; Eldorado castor, heavy, 27c; medium, 26c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine 38c.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 19c; Sunlight, 21c; case, $2,35; Family Safety, 24c; Search Light, 22c; Sterling Light, 24c; engine gasolene, 24c; White Lily, 23c; Royal, 22½c.

PAINTS AND OILS — White lead. pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.50; in kegs, $2.55; turpentine, bbl. lots, 74c per gal. linseed oil, raw, 69c; boiled oil, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.00; poultry netting, 50 p.c.

HORSESHOES—MRM and "Bell," $5.00 base.

HORSE NAILS—MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under. 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—21c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila. 12c; pure manila, 15c.

BUILDING PAPER—Plain, 58c per roll; tarred. 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

SITUATION VACANT.

WANTED—First-class hardware clerk. Must be a good stock-keeper. Both languages necessary. Position permanent for the right man. State salary expected. Apply to D. Courville, Vankleek Hill, Ont. (36)

POLISHED SHEETS

"DOMINION CROWN"

BEST WORKING QUALITY AND HIGHEST FINISH.

A. C. LESLIE & CO., LIMITED

MONTREAL

The

POLAR STAR ICE CREAM FREEZER

ALL METAL

No gears, nothing to wear out or rust out.

MADE IN 4 SIZES

Send for descriptive circular—Your jobber or

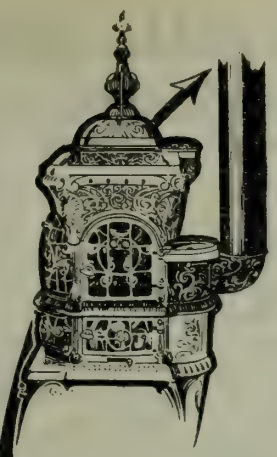
Smith Hardware Co., Limited

2 and 4 LEMOINE ST., MONTREAL, CANADA

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.



Now is the Time to Stock Sherwin-Williams Stove Pipe and Iron Enamel.

You want to be ready for fall trade on this good specialty. In a few weeks people will be getting out their old stove pipes and brushing them up for winter. There is no other material that gives such good satisfaction for this purpose as

SHERWIN-WILLIAMS STOVE PIPE AND IRON ENAMEL

and none that is better known. It is made especially for refinishing old stove pipes, grates and similar iron surfaces subjected to heat. It's easy to sell—When you sell your customers stove pipe tell them that a coat of S W. Stove Pipe and Iron Enamel will make it last longer and look better.

Write us for prices today. Mail orders promptly filled.

THE SHERWIN-WILLIAMS CO. 628

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

CANADIAN HEADQUARTERS AND PLANT, 639 CENTRE ST., MONTREAL, QUE.

WAREHOUSES - TORONTO ONT WINNIPEG, MAN AND VANCOUVER, B. C.

The Western Stove Makers

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William. Ontario.

ART GLASS

We have issued a new catalogue showing many of our latest designs, and have mailed one to each dealer. If you have not received one, drop us a card, and we will mail you another. Get in line with a CATALOGUE—There's profit in selling Art Glass.

WINNIPEG PAINT AND GLASS CO., Limited

Calgary Paint and Glass Co., Limited

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

M. Deysner, representing European capitalists will build an assaying plant at Cobalt.

The Transcontinental Ry. will erect machine shops at St. Perpetue and Baker Lake, Que.

The Canadian Malting Co., Winnipeg, will build two concrete storage tanks at a cost of $30,000.

The Alaska Bedding Co. will erect two large factory buildings at a cost of $60,000 at Winnipeg.

A big power plant to cost $20,000,000 is proposed to be built at the Long Sault Rapids near Cornwall.

The Hedley-Shaw Milling Co. will immediately commence work on the building of their new mill at Port Colborne.

John F. Bethune and ex-Chief Engineer Tye, of the G. T. P. are forming a company to establish at West Fort William a steel plant and car-building shops.

The Sherbrooke Construction Co. has the contract for erecting the new C.P.R. buildings at Sherbrooke. The new structures include a station, engine house, coal chutes, machine shop, and store and oil house.

A fourth copper furnace has been "blown in" at the smelter of the Consolidated M. & S. Company, at Trail. The smelter now has four large copper furnaces and can now reduce about 2,000 tons of ore in 24 hours. It is evident that additional furnaces will have to be installed before many months.

Municipal Undertakings.

R. S. Low has the contract for installing sewers at Sydney, C.B., at $20,000.

Work has been commenced on the new $20,000 waterworks system at Francis, Sask.

Montreal's Finance Committee has decided to vote $17,000 for the purchase and laying of waterpipes in that city.

Ratepayers of Notre Dame de Grace having voted $350,000 for public improvements, about $125,000 of this will be expended on sewers, work to begin this fall.

Public Buildings.

The Montreal Catholic School Commissioners have taken out a permit for a new $25,000 school.

Notre Dame de Grace, Que., will immediately begin work on the construction of a $20,000 town hall.

Smith Bros. & Wilson, at $15,500, have the contract for building the addition to Westminster school, Lethbridge.

A considerable sum will be expended on the enlargement and improvement of the Maritime winter fair building at Amherst, N.S.

The contract for the erection of the Palmerston R. C. church has been let to M. Woolridge, and the work will be proceeded with at once.

The Public Works Department has let a contract for the extension of the court house at North Bay at a cost of $4,300 to R. Wallace and Son.

The Toronto Ferry Co. will spend at least $500,000 on new buildings at Hanlan's Point this winter to replace the structures recently burned.

M. J. O'Brien, of the O'Brien Mine, Cobalt, has donated the sites for a new R. C. church, school and presbytery. The church will cost $20,000 to build.

The contract for building the collegiate institute at Saskatoon has been awarded to the Saskatchewan Building and Construction Co. of Regina, at $84,555.

The contract for the erection of the new Drew Street school, Fort William, has been awarded to M. H. Braden. Operations will be started at once.

Work has just been commenced on the erection of a new building for the First Baptist church congregation at Vancouver at an estimated cost of $75,000.

The Manitoba provincial government has decided to give a grant of $250,000 to the Canadian Exposition and Selkirk Centennial, which will include the expenditure on the provincial buildings.

A new building for the women's prison will be built at the Kingston penitentiary, also a new house for the deputy warden and a new wing to the prison.

The corporation of Quebec technical schools has accepted the plans prepared by R. Lemay, for the construction of their new building to be erected at Quebec city. Estimated cost $250,000.

General Building Notes.

Rene Burel, store and dwelling, $2,700.

Havergall College, Winnipeg, will build a $30,000 addition.

R. B. Harcourt, Toronto, will build a $10,000 brick store.

Sir John Boyd is erecting a $12,000 residence at Toronto.

W. H. Osterhout will build a $3,000 house at Winnipeg.

The Queen's Hotel, Montreal, will be enlarged by a $40,000 addition.

The C. P. R. will erect a tourist hotel on Kootenay lake the coming winter.

A $15,000 dwelling will be erected by Mrs. F. M. McDonald at Winnipeg.

An apartment building to cost $42,000 will be erected at Winnipeg by W. Preston.

A. J. Woodward will build an apartment block at New Westminster to cost $85,000.

John Gunn & Sons are to erect at Winnipeg a terrace of stores to cost $9,000.

Two pairs of dwellings to cost $12,000 will be erected by Ausman & Marshall, Toronto.

Improvements to cost $110,000 will be made to the Rideau Club building at Ottawa.

Three dwellings are to be built at Toronto at a cost of $10,000 for F. Courtmanche.

S. Bourdeau was granted a permit to build two houses at Montreal to cost $10,000.

Three pairs of dwellings will be built at Toronto by Jas. Sieveright, at a cost of $10,000.

Four duplex dwellings will be erected at Winnipeg by R. S. Bickle at a cost of $19,000.

A permit has been issued at Winnipeg to J. S. Dismorr for the erection of a $46,000 business block.

Last week Toronto's building permits totalled a value of $267,100. The permits included 70 dwellings.

R. Seymour, Winnipeg, will build a dwelling costing $3,000 and T. E. Darbey a dwelling, costing $4,700.

D. MacDonald, house, $3,000, B. Shers, house, $3,500, and Axel Nordgren, house, $1,200, are three recent building permits issued at Winnipeg.

The Robert Simpson Company, Toronto, is putting another addition to the company's big store, similar to the other portions at a cost of $40,000.

Building permits have been issued at Quebec for construction of $3,000 building for O. Drouin; $3,000 building for Mrs. Grenon; $5,000 building for Mr. Maguire; and $3,000 building for Ls. Dechere.

Including several business blocks, about $200,000 worth of buildings has been started in New Westminster this year, with a prospect of a quarter of a million more being begun before the winter is over.

The Imperial Construction Company of Toronto, has been awarded the contract for the erection of a new Canadian Northern Hotel at Port Arthur. It will cost a quarter of a million. Work will start right away.

Railway Development.

The Montreal and Southern Counties Electric Ry. will connect St. Lambert and Longueuil with Montreal.

Altogether the G. T. P. will have 1,017 miles of main line in operation at the close of 1909, and 31 miles of branch lines. In addition to this there will be 210 miles of main line track under construction and 440 miles of branch lines.

New Companies.

Cochrane Hardware, Ltd., Sudbury; capital, $250,000; to carry on hardware and contracting business. Incorporators, R. McKay, A. Dods and G. Grant, Toronto.

J. A. French & Co., Toronto; capital, $40,000; to manufacture soaps, polishes and metal specialties. Incorporators, J. A. French, L. Sievert and W. A. Richardson, Toronto.

A. T. Short, Ltd., Cobalt; capital, $40,000; to manufacture machinery and hardware specialties and electrical appliances. Incorporators, A. T. Short, Cobalt; C. H. Andrews, Buffalo; and W. F. Carter, Cobalt.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

Hammer the Hammer

or do anything else you wouldn't dare to do to a near safe revolver and it won't shoot. You must pull the trigger to fire it.

It's just as sure of profit to you as it is safe to its owner.

IVER JOHNSON

SAFETY AUTOMATIC REVOLVERS

Our advertising corresponds in character and extent to the excellence of our goods. Iver Johnson goods are on nopremium lists and are sold only through the trade where possible.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Pacific Coast Branch; Phil B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns & Iver Johnson Truss Bridge Bicycles.

TRADE MARK IVER JOHNSON

KLEANOL

METAL WOOD TONIC **POLISHES**

Represent the highest standard of polishing efficiency.

They are money makers for YOU.

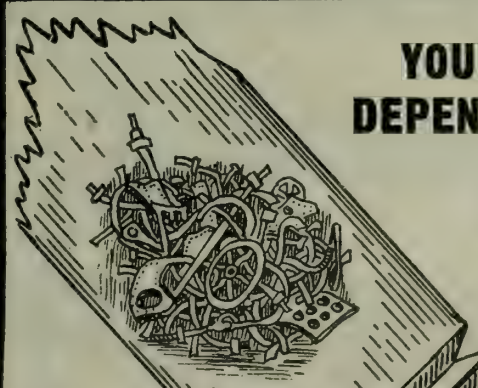
A free sample on request.

NOVELTY IMPORT COMPANY

103 Church St.

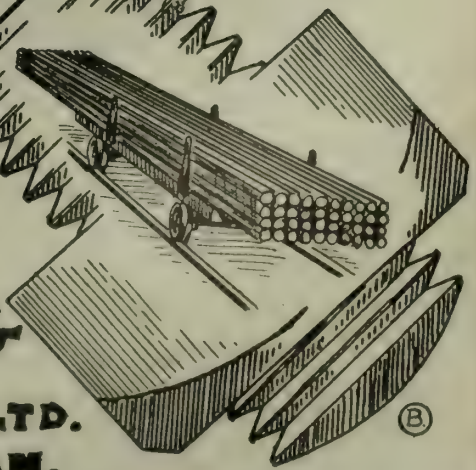
TORONTO : ONTARIO

YOU CAN ALWAYS DEPEND ON OUR IRON



Our Bolts and Bars Satisfy Every Need

Are you selling our iron? If not, why?



LONDON ROLLING MILL CO., LTD.

LONDON, CAN.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

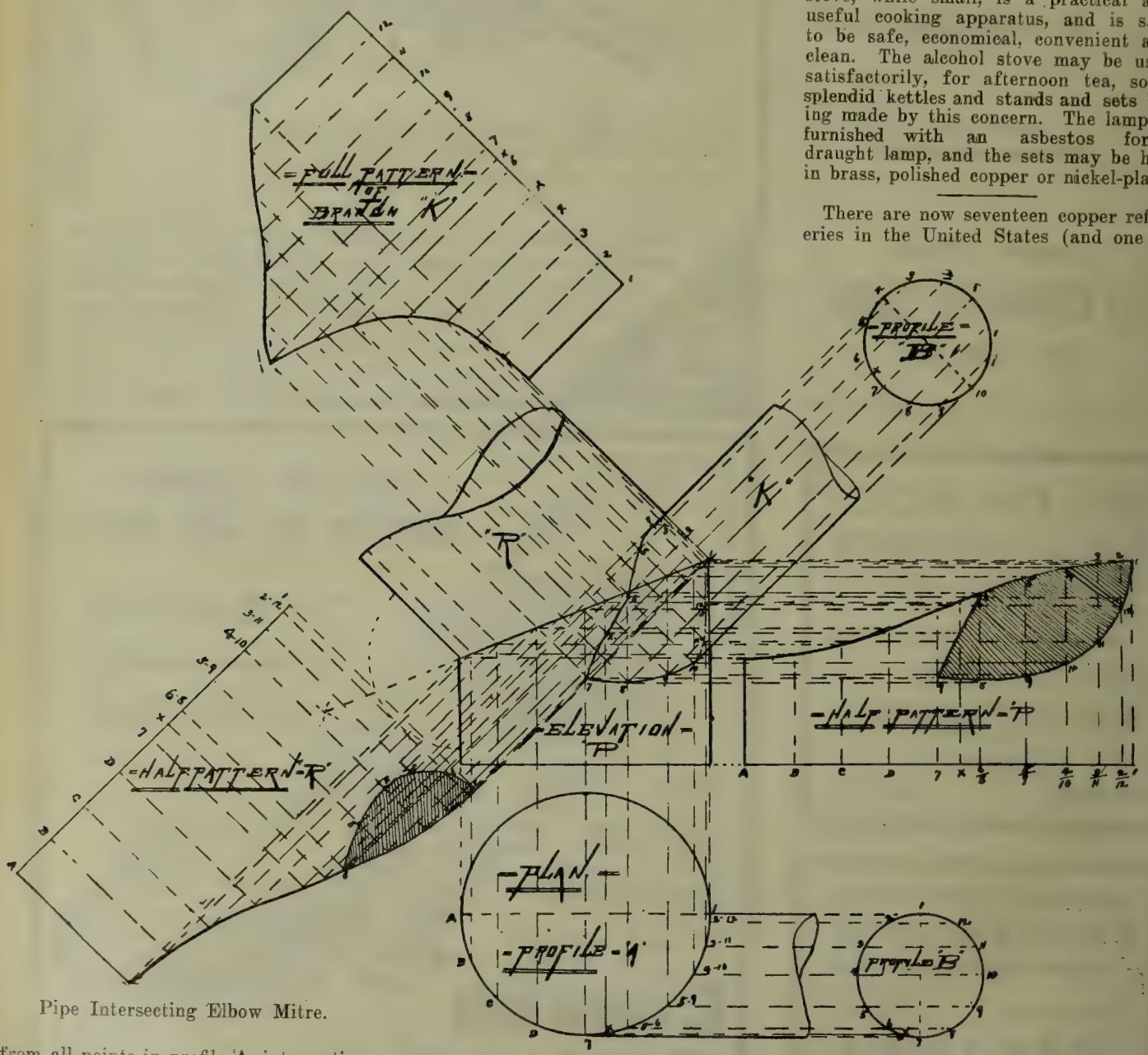
OPEN HEARTH STEEL

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are Requested to Make Use of this Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter pertaining to the Tin Shop.

PIPE INTERSECTING ELBOW MITRE.

First draw plan as shown by profile A; also profile B, and space same into a number of equal parts as shown by 1 to 12; draw lines from all points in profile B, intersecting profile A. Next draw elevation R and K. Erect lines from all points in profile A, intersecting mitre line, then through R as shown, draw a duplicate of profile B, and draw lines from all points intersecting lines of corresponding numbers in elevation. Drawing line through these points will give mitre line of pipe intersecting elbow. The mitre line being made, the rest of the work is done as previously explained.—G. L. Gray.



Pipe Intersecting Elbow Mitre.

ADULTERATED CORDAGE.

"Plymouth Products" speaks in a recent issue of the growing tendency toward making cordage from cheaper and cheaper materials, which of course means poorer and poorer goods. An incidental paragraph in a recent government publication is of interest in this connection. It speaks of the substitution of istle in the making of cordage, and closes with the following significant statement: "This fibre has been regarded heretofore as suitable only for use in the manufacture of brushes."

ALCOHOL GAS STOVES.

An article which, though not exactly new in Canada—and yet is not by any means in general use—is the alcohol gas stove. The Buffalo Mfg. Co., of Buffalo, N.Y., represented in Canada by G. F. McIntosh, 51 Yonge Street, Toronto, are makers of one kind which presents an attractive appearance, being finished in nickel-plate. The alcohol stove has passed the experimental stage, and is much more generally used in the United States than it is here. The stove, while small, is a practical and useful cooking apparatus, and is said to be safe, economical, convenient and clean. The alcohol stove may be used satisfactorily, for afternoon tea, some splendid kettles and stands and sets being made by this concern. The lamp is furnished with an asbestos force-draught lamp, and the sets may be had in brass, polished copper or nickel-plate.

There are now seventeen copper refineries in the United States (and one in course of erection), of which ten employ the Electrolytic process, and their capacity is at present considered excessive. The seven largest electrolytic copper refineries have an aggregate capacity of 80 million pounds a month, and actually turn out 75,000,000 pounds of copper.

The Retail Paint Trade

THE FALL PAINTING CAMPAIGN.

Hardware dealers should make up their minds to do some business in paints during the fall and thereby increase the net profits of the department.

Like many other things in business, the selling of ready mixed or other kinds of paints in the fall must come as the result of education.

Some dealers have not been educated to do a fall paint business. They take it for granted that all of their customers want to do their painting in the spring season and they do nothing to dissuade them from this course.

If every dealer would just take it for granted that there are a great many of his customers who intended to paint in the spring, but who were unable to do so, he would have accomplished the first step in increasing the sales from his paint department for the year.

Educate the Customer.

His second step should be to educate these customers who did not paint this spring not to delay until next spring but to do the work some time during the months of September and October.

This process of education is not a difficult one if it is properly applied. Talk paints. That is the principal thing. Talk them in your store and in your advertising. Call the attention of as many people as you can to the fact that the fall is the ideal time of the year for all kinds of painting.

You will find that many people had all their lives considered spring as the time for painting. Some of them will need but the suggestion to start them thinking about doing their painting in the fall.

Many Reasons for Fall Painting.

There are many reasons for fall painting. Some of the ones to which the attention of the trade should be called are these:

Less rain and less atmospheric dampness in the fall than at any other season.

Painters are more easily obtained as there is not such a rush of work.

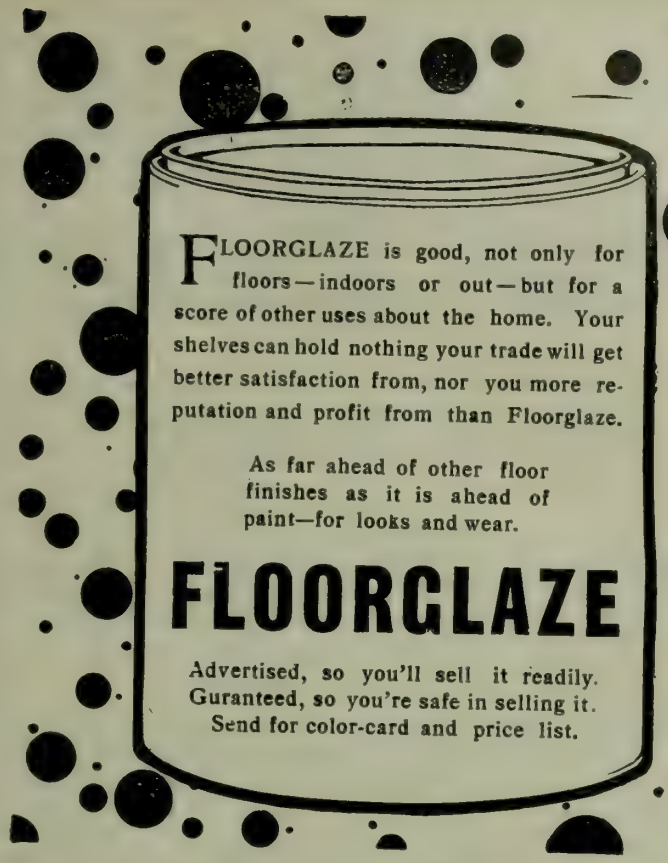
New buildings should be painted befor the cold weather sets in to protect them.

Paint dries to better advantage in the fall, not being liable to be baked by the sun's rays.

Many other reasons can be cited, but these are the most important. Paint manufacturers are a unit in declaring that their products will give the greatest satisfaction and will last the longest if applied in the fall.

Working Up Fall Profits.

It is to the dealer's advantage, too—from the standpoint of net profits—to work up all the interest he can in fall painting. The paint department is a necessary department of his business and as such it is costing him money to maintain it. This expense continues the year



Why don't you get in touch now with a live line of paints and varnishes?

Address

IMPERIAL VARNISH & COLOR CO. LIMITED

TORONTO

Winnipeg 108 Princess

Vancouver 542 Beatty St.

BOLTS AND NUTS

Why not capture the whole trade in Bolts and Nuts in your vicinity by handling a brand that will give your customers entire satisfaction and ensure their business to you in the future?

"M.R.M." Bolts and Nuts are to-day found in all the leading Hardware Stores throughout the country.

The greatest care and attention is given to the whole process of manufacture, our aim being to turn out the best class of Bolts and Nuts made.

We will be glad to submit samples.

THE MONTREAL ROLLING MILLS CO.

around, as a rule, for it is necessary to devote space to paint stock even when trade in that line is at the lowest ebb. It is distinctly to the dealer's advantage if he can make that paint department pay a profit five or six months out of the year, instead of about three months during the spring.

Benefits of the advertising which the dealer, and also the manufacturers, have done should be reaped in the fall as well as in spring. These benefits can be had if the dealer utilizes a little of his advertising space to exploit the advantages of fall painting.

City or Town Trade Best.

In the spring the average dealer sells most of his paint to the farmer. In the fall he should seek city and town trade. If a big crop is harvested farmers are sometimes too busy to do painting. Try to educate your farmer customers to paint in the fall, but if they are too busy to do so, turn your attention to the town trade.

The trick can be turned if it is properly worked. Advertising is the principal thing—and then a few good talking points for the customers in your store.—Hardware Trade.

PAINT AND OIL MARKETS

MONTREAL.

August 21.—Trade has become much more brisk, and there is a good healthy tone to the markets. Dealers seem to be more interested in the various lines, and things are evidently shaping for a strong fall demand. Turpentine is steady again after last week's advance. Linseed oil is also unchanged. Every line shows a stronger movement, and the general situation is very satisfactory.

TURPENTINE—Turpentine is steady and unchanged. Last week's advance has not checked the demand, as orders are more brisk than they were, and good shipments are being made. We continue to quote 69c for single barrels net 30 days.

LINSEED OIL—There has been an improvement in the demand for linseed oil along with the other lines. The market is steady, with supplies in good shape. We continue to quote: 1 to 4 barrels, in one delivery: Raw, 63c per gal.; boiled, 66c per gal., net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD—Reflecting the general improvement, ground white lead is in better call. Grinders continue hard at work accumulating stock, and conditions look very promising for a very heavy fall demand. The market is unchanged and we quote: Strictly pure, $5.60 to $6.10, according to quality, and No. 1, $5.10 to $5.60, f.o.b., Montreal.

RED LEAD—Earlier inquiries are maturing into stronger business, and some good orders have been received during the week, not only locally but from other parts. The markets is unchanged, and we quote: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; less quantities at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

WHITE ZINC—The demand continues to show improvement, but there is not much character to the market. No price changes are announced, and we quote: Dry V. M. Red Seal, 7¼c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PARIS GREEN—Some rush orders have come in during the week, and the turnover has been much more satisfactory. We continue to quote: 50-lb. drums, 17c per lb.; 1 lb. packages, 100 lbs. in case, 18c per lb.; 1 lb. tins, 100 lbs. in case, 19c per lb.

PUTTY—Putty is still in strong demand. The market is unchanged, and we quote: Standard putty, 800 lbs., in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs., in barrels, $2.15; in 100-lb. cases, $2.25; in 25-lb. tins, $2.15; 12½-lb. tins, $2.35, f.o.b., Montreal.

TORONTO.

Aug. 20.—The week opened quietly, very little trading taking place. Local orders held off because of rain and cloudy weather, and country demands called for small lots of ready mixed paints. As the week wore along, however, trading became more active, and while passing business is not up to what was done a month ago it is good for this season of the year.

Farmers are busy in their fields, and are not buying in the country, and the larger centres, where building has been indulged in are holding off, because of the holiday season, which travelers and merchants are taking advantage of. Painters are busy, however, and from present indications will likely be pushed if the winter sets in early. The local feature is the preparation being made for the forthcoming exhibition. This has made a call for signwriters, and a slight demand for the better grades of dry paints.

Prices are holding firm; and are unchanged from last week. Turpentine seems slightly easier, and oil has provoked some discussion because of the lower price of last week.

LINSEED OIL—Judging from conversations with jobbers and interested parties the reduction of price made last week came as a surprise. Indications pointed to higher prices, for England is still quoting stiff figures and across the border the markets are fairly firm. The Indian seed crop while larger than a year ago was not so great as was anticipated, and Europe is now speculating on Argentine seed. The prospects in the United States are for cheaper seed, and this is perhaps the brightest feature of the situation. Here in Canada jobbers think the price of oil has been forced down to create the impression that the market is easy and that seed is not worth the price the farmers are holding out for.

All of the 70% Pure White Lead in

"English" Liquid Paint

is Brandram's B. B. Genuine

All paint men know that Brandram's B. B. Genuine White Lead has been, for over a century, the standard lead of the world, and commands the highest market price.

Because we are corroders and make Brandram's B. B. Genuine White Lead by the original process, we can and do put this large percentage of white lead in "English" Liquid Paint, and give you the highest grade paint on the market at a moderate cost.

"English" Liquid Paint is guaranteed pure paint. The formula on the can shows that the paint is made on a base of 70 per cent. pure White Lead, 30 per cent, pure Zinc White mixed ready for use with pure linseed oil, pure turpentine and dryer.

Backed by unique forceful advertising, including a big newspaper advertising campaign this spring.

Just mail us a postal card for prices and selling plans.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax
St. John Winnipeg

SELL THE BEST KIND

Never Mind the Others

MURESCO, THE HIGH-GRADE WALL FINISH

Is endorsed by the leading dealers, the leading painters, builders and householders, because there is merit, strength and value in the product.

Anyone can use Muresco. It contains no lime or plaster that will eventually wash off, but is a sanitary, uniform and durable preparation.

Benjamin Moore & Company, Limited

Makers of Muresco and High-grade Paints, Colors and Varnishes

WEST TORONTO, - CANADA
NEW YORK CHICAGO CLEVELAND

What Muresco Will Do

Muresco can be applied by anyone, to any kind of surface. It will not rub off nor peel, shows no laps, spots or brush marks, and is the only material producing that flat, subdued, velvety effect so much admired. These are some of the reasons why progressive dealers stock it heavily.

SEND FOR SAMPLE CARDS AND PRICES

"I WILL A ROUND UNVARNISH'D TALE DELIVER."

LASTS SURPRISINGLY.
ANY ONE CAN USE IT.
COLOURS DO NOT FADE.
QUART COVERS 150 FEET.
UNUSUALLY BEAUTIFYING.
EXCEPTIONALLY DURABLE.
RAPIDLY DRIES.
EASILY APPLIED.
THOROUGHLY SANITARY.

Ask for particulars of our Dealer - Helping - Selling Plan.

LACQUERET

is neither paint, enamel nor varnish, but a transparent lacquer.

You will have no difficulty in convincing the careful housewife how indispensable in the home is LACQUERET—the lacquer which beautifies and preserves old furniture, and every kind of woodwork.

TELL THEM ABOUT IT

LACQUERET sells all the time if you will only mention it to your customers.

INTERNATIONAL VARNISH CO., LIMITED

TORONTO

Makers of Fine Varnishes.

Branch of Standard Varnish Works.

NEW YORK : CHICAGO : LONDON : BERLIN : BRUSSELS

Whether this is the reason or not, there is certainly dissatisfaction among the jobbers as they think there is a tendency to depress other paint lines, especially leads. Single barrels are at 63c and 66c for raw and boiled respectively.

TURPENTINE — The situation is somewhat easier this week and prices run all the way from 69c to 72c. Savannah had no fixed price early in the week and this led many to think prices were on the eve of a decline, with a consequent easing of the market. Sales are slow and but small lots are changing hands. While supplies coming on the markets in the South are reduced as compared with a year ago, there is said to be large stocks carried over from year to year by operators who are waiting for the market to reach a certain figure when they will unload.

WHITE LEAD — Trading is light, buyers taking supplies sufficient for present needs only. Prices are firm, though some impression seems to be abroad that the market will be easier. There are no indications that this will be so, however. No. 1 is $5.50 to $5.75; pure white runs from $5.90 to $6.10, with o superior grade at $6.35. Red lead is slightly more active, some fair quantities going into new buildings. Casks are at $4.50 and 100-lb. lots, $4.75 to $4.80.

PARIS GREEN—A continuation of past week's condition exists and some few good late sales of Paris green have gone out in country orders. There has not been the volume of trade, however, as passed out the previous week. Prices are at 16½c for barrels and 17½c for 25 lb. drums.

PUTTY AND GLASS—A noticeable slackening of business is perceptible in both these lines. There was a flurry at the end of July, but it has died away again. About the middle of September trade will right itself again. Casks of bulk putty are quoted at $1.75; 100-lbs. drums, $2; bladders in barrels, $2.15, and cases, $2.25.

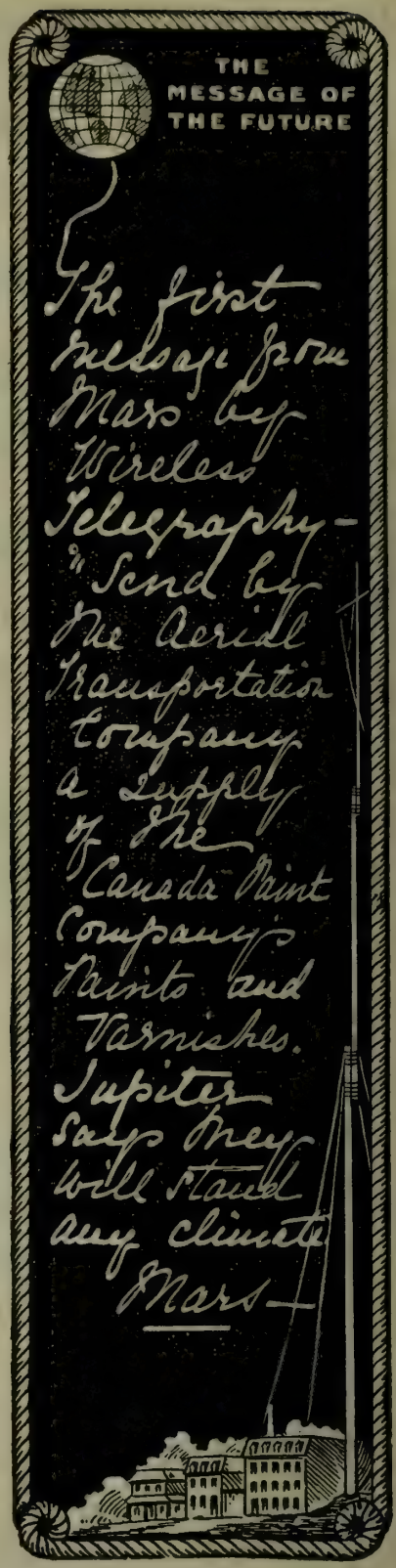
STAINS AND VARNISHES—There is a decided bull in these two lines just now, but jobbers state that they expect good business during the fall months, right up to December. Mixed paints are fairly active.

PETROLEUM—Coal oil is coming again to the front and with the demands for gasolene and benzine has made the oil business a lively one. Prime white is at 13½c; water white, 15½c; and Pratt's astral, 17½c per gallon. Benzine is 15½c and gasolene 16½c.

Thomas Bryan Company's Brush Display at the Recent Master Painters' Convention at Peterboro.

NEAT EXHIBIT OF BRUSHES.

At the painters convention held a few weeks ago in Peterboro, several master painters remarked, "What a nice display of brushes" when seeing the Thomas Bryan Co.'s display shown in the accompanying illustration. Brushes of every type for painters' use were exhibited by the London manufacturers and many commendations were heard from painters who examined the display.



NOTE.—Professor Huxley believed in "THE SCIENTIFIC USE OF THE IMAGINATION." This advertisement first appeared seven years ago. Can we imagine that it is coming true?

ABOUT LINSEED OIL

Do you ever have trouble with your Linseed Oil?

Have you ever thought how easy it is to lose money on oil when you think you are making it?

Have you ever stopped to think how much you lose when you turn out two or three gallons of thick stuff in the bottom of a barrel and throw it away?

Just fancy throwing away 3 gallons of stuff that cost you 67c. a gallon!
Now when you buy

RAMSAY'S

Pure, Pale, Boiled

LINSEED OIL

or Doubled Boiled Oil, you throw nothing away.

It drains out clear and pure to the last drop, because we boil our own oil and settle it clear in enormous tanks.

It is the palest and clearest of all the oils, satisfies your painter and takes care of your profits.

Ramsay's Oil is a standard.

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 — The Paint Makers

There is no Experiment Selling New Era House Paint

It is so well advertised, known and used that dealers who do not handle it, soon realize they are neglecting their own interest as well as that of their customers.

NEW ERA PAINT will hold its color better, last much longer, give a better finish, cover more surface and withstand the weather better than many higher priced brands. New Era is perfectly pure and is sold at a moderate price.

Write for New Catalogue and Trade Discounts.

Standard Paint and Varnish Company Limited

Windsor, Ontario

Buy White Lead at a Cut and Sell at a Profit

- ¶ You can buy Standard White Lead at **5c.** per pound in ton lots, at **5¼c.** per pound in less than ton lots—that means a good profit to you on your White Lead Sales
- ¶ Standard Lead is most satisfactory—has been handled by dealers all over Ontario for years—has stood the test of wear and weather—pleases dealers, painters and house-owners.
- ¶ FREE SAMPLES of Standard Lead sent with every 200 pounds opening order to give to leading painters and lead users in your territory Free electros for newspaper advertising; lots of snappy advertising literature sent with every shipment.
- ¶ Make up your order right away for your Fall Trade so we can get free samples and advertising in your territory at once.

STANDARD WHITE LEAD 5c. Lb.

The James Robertson Co., Limited

GRINDERS OF WHITE LEAD
MANUFACTURERS OF PAINTS, COLORS, ETC.

267 King Street West, TORONTO, Ont.

THE DOUGALL VARNISH CO., LTD.

Successors to
McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL

GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENTS
Godfrey S. Pelton & Son, 203 St. Nicholas Building, Montreal

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf

THE STANDARD CANADIAN

COW TIE

(NIAGARA PATTERN)

MADE ONLY BY THE

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS, ONTARIO.

When the BEST costs no more, Can YOU afford to give your Customers an inferior Cow Tie?

Compare the "NIAGARA" Cow tie with others. It is 10 to 20% stronger, it has EIGHT ADJUSTMENT LINKS — others have four — making it unnecessary for the dealer to carry so many sizes.

EVERY LINK formed on the principle of the SQUARE KNOT making the STRONGEST CHAIN EVER PRODUCED

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS, ONT.

Axoline Axoline Axoline

WONDERFUL! WONDERFUL! WONDERFUL!

AXOLINE is the most wonderful Metal Cleaner in the world.

It is easy to say that.

LET US PROVE IT.

IT IS 75 PER CENT. CHEAPER than any other METAL Cleaner and yet it will make MONEY for you.

IT EXCELS FOR BRASS. It sells readily to the big buildings such as Banks, Public institutions, Railways, etc. ***In Brass alone it would prove a seller.***

But it cleans COPPER, NICKEL, PEWTER, TINPLATE and other METAL WARES.

It costs little and you can sell it on sight.

WRITE TO-DAY FOR THE AGENCY

Send ten cents for generous sample and mention this ad

THE ANGLO-FRENCH IMPORTING COMPANY

232 LEMOINE ST. :: MONTREAL

Spreads Easy

Painters Enjoy

Pure White Lead

Pure Oxide of Zinc

Pure Linseed Oil

No Adulteration

No Substitution

100% PURE

using the best paints. There is far more satisfaction painting with an absolutely pure mixed paint, that is thoroughly prepared by mill grinding, rather than fussing with paint made by the old process of stirring the ingredients together by hand. Even the amateur appreciates the purity, durability, lasting brilliancy and the purity of

MARTIN-SENOUR 100% PURE PAINT

Anyone and everyone that brushes a little with our 100% Pure Paint soon finds out it is not filled with adulterants. They find out mighty soon that two gallons of **Martin-Senour 100% Pure Paint** covers as much as three gallons of the common kind. All these findings bring more business and after the severe test of changing climate when Martin-Senour Paint 100% Pure has protected and preserved the wood without flaking or pealing—then they **know** the best paint has been used. Send us an order today. We supply all advertising free.

THE MARTIN SENOUR CO., LTD.

Pioneers Pure Paint

MONTREAL
The Winnipeg Paint & Glass Co., Ltd., Winnipeg

CHICAGO
The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

Island City Liquid

House Paints

Barn Paints

Roof Paints

Are Good Paints

Backed by Our Guarantee

MANUFACTURED BY

P. D. DODS & CO.
Limited

AGENCIES

The Western Paint Co. - Winnipeg, Man.
J. H. Morin & Co. - - Toronto, Ont.
The Capital Paint & Oil Co. - Ottawa, Ont.

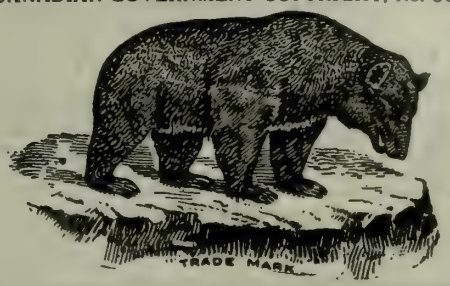
HEAD OFFICES AND WORKS
MONTREAL

STEAMBOATS

The first officially recognized steamboat was the Robert Fulton, but who would think of using the Robert Fulton to-day if she was in commission, with the Maurentania and Kronprinzessin Cecille available? We are the only ones in the Mauretania class.

The U.S. Government may have granted copyrights to the Lampblack Manufacturers years ago, but they have not only granted the Bear makers copyrights on their Germantown labels, but they USE the Bear Lampblack.

U.S. GOVERNMENT COPYRIGHT, No. 40462
CANADIAN GOVERNMENT COPYRIGHT, No. 56



Look for the BEAR on the label if you want Real Lampblack

Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

135 WILLIAM STREET : : : NEW YORK CITY

E. FIELDING, Toronto Agent

Keep Your Gasolene Outdoors

Store it in a Bowser Outdoor Cabinet

Cut 10—Outdoor Cabinet

The Bowser will keep your property absolutely safe from gasolene fires and explosions because it keeps explosive gases from forming.

It will increase your profit on gasolene because it stops the usual loss of from 15 to 50 per cent. through evaporation, leakage and waste.

It draws new trade because it is placed in front of the store where it continually advertises the fact to automobilists and others that you sell gasolene.

The Bowser costs you nothing because it pays for itself by its own saving of gasolene. Ask us to send Gasolene Catalog 5445. It's free.

S. F. Bowser & Co., Limited

66-68 Fraser Avenue, Toronto

If you have an old Bowser and want a new one, write for our liberal exchange offer.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FIFTEEN SWISS RIFLES, $2.00 each for the lot. Box 878, HARDWARE AND METAL, Toronto. (33)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

BUSINESS CHANCES.

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

FOR SALE—Hardware, stove and plumbing business in one of the best towns in Ontario. Stock about $5,000. Address, P. O. Drawer 737, Owen Sound. (35)

OLD ESTABLISHED HARDWARE STORE and tinware business for sale, located in splendid farming and dairy district. Carrying stock between $7,000 and $9,000. Would sell workshop separate. Would accept low price for immediate sale. Box 872, HARDWARE AND METAL, Toronto (tf)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

A HARDWARE CLERK, young man, to travel in Western Canada—Manitoba and part of Saskatchewan. Box 21, HARDWARE AND METAL, Winnipeg, Man (tf)

FIRST-CLASS builders' or general hardware man open for engagement. Fourteen years experience. Address Box 883, HARDWARE AND METAL, Toronto. (36)

HARDWARE CLERK WANTED at once for Ottawa. Good salesman, able to dress windows. Address, giving references, experience, and state salary, Box 882, HARDWARE AND METAL, Toronto. (36)

SITUATIONS WANTED

ASSISTANT, 29, recommended by employers, 13 years sound experience in the general furnishing and builders' hardware—ranges, grates, tools, etc. Knowledge of books. App'y Box 881, HARDWARE AND METAL, Toronto. (35)

SITUATION WANTED—By a man thoroughly posted in the hardware and stove business. A1 references. Single. Address Box 880, HARDWARE AND METAL, Toronto. (35)

YOUNG MAN, 25 years of age, good habits, best of reference from wholesale representatives, past and present employers, at present managing retail store, stock $8,000, open for engagement after September 1st. State wages paid in replying. Box 871, HARDWARE AND METAL, Toronto.

YOUNG MAN coming west, has three years experience in retail hardware, can keep books, good references, wants position in wholesale or retail by 1st September. Geo. Petch, Melbourne, Ont. (34)

MISCELLANEOUS

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The Light Touch MONARCH is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King St. West, Toronto, Ont.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept 10 Front St. East, Toronto.

IF YOU ARE A GOOD SALESMAN and can furnish satisfactory references we can place an attractive proposition before you whereby you can build up a permanent income. Give full particulars of experience and how you are now employed. Enclose references. Box 319, HARDWARE AND METAL, Toronto.

MISCELLANEOUS

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

WANTED—Travelers in each Province of the Dominion, calling on the hardware and furniture trades, to sell Allwin Folding Go-Carts. "The largest, most complete and attractive line on the market." Liberal commission. Address Sidway Mercantile Co., London, Ont., stating concerns already represented. (37)

TECHNICAL BOOKS

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto.

SITUATIONS VACANT

A CAPABLE TRAVELING SALESMAN to handle our line of stoves and furnaces in the Province of Quebec. Both languages necessary. All correspondence confidential. The Enterprise Foundry Co., Sackville, N.B. (34)

WANTED—First-class traveling salesman for wholesale hardware house to cover territory from Brockville to Belleville. None but first-class men need apply. Address Manager, P. O. Box 2310, Montreal. (32)

WANTED—A first-class hardware clerk, one thoroughly conversant with all the details of the retail hardware trade. Must be a good stockkeeper. Apply to Drawer 544, Port Arthur, Ont. (32)

TRAVELERS WANTED for small towns and villages in Eastern Ontario and Quebec calling on hardware and implement dealers to handle as a sideline the best established line on the market, commission basis. Reply, giving experience and territory covered, Box 879, HARDWARE AND METAL, Toronto. (35)

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions inside.

Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES ?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to you too.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

SEYMOUR SHEARS

have been the Standard for over seventy yea

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mar

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., et

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS' SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.

NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER . . . . ONTARIO

THE SUCCESSFUL DEALER gives the best value to the CONSUMER for HIS MONEY.

He should be able to advise his customers as to the material suited to their requirements under local conditions.

When he can save dollars for them and GIVE SATISFACTION at the same time HE holds his customer FAST by increasing his buying power; thus each party profits by it.

OUR BRANDS are all satisfactory.

BLACK DIAMOND TARRED FELT

JOLIETTE and CYCLONE SHEATHING, 2 and 3 Ply

We also make a fine variety of wrapping papers.

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ....per lb...	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.........	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal Extra, 12c. per lb.; No. 1. 10c.; 2, 8c.; 3 7c; Langwell's special an i-friction metal, 15c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ⅛ to 1 inch, round ...	0 22
Tubing, seamless base, per lb......	0 22
Tubing, iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot...........	14 25	14 50
Cut lengths, round, bars, ½ to 2 in...		21 00
Plain sheets, 14 oz..............		21 00
Plain, 16 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base...............		26 00
Braziers' (in sheets). 4x8 base		20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60
Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60.................	4 70	4 60
20x28x80	8 90	8 70
	9 40	9 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20....	3 70	3 50	3 65	....
22-24....	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28......	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. .... " 28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		19 25
Middlesboro, No. 3 pig iron..	16 75	19 50
Summerlee, No. 2 " ..	19 00	20 00
Carron No. 1	20 50	....
Carron, special......	19 50	....
Carron, soft	19 00	....
Cleveland, No. 1	17 50	20 50
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron.........	32 00	32 50
Ferro Nickel pig iron (Soo)....	....	25 00
Angles............ .....base	2 60	2 60
Common bar, per 100 lb......	1 85	1 95
Forged iron	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel..........	1 85	2 05
Sleigh shoe steel............	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel......	0 15	0 15
Toe calk steel...............	2 35	2 50
Mining cast steel....	0 07½	0 08
High speed	0 60	0 60
Capital tool steel............	0 50	....
Cammell Laird		0 16
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel.............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 50 32 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14x20 "	6 50
IXX, 14x20 base	7 50
Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base..........	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 6 75
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge, case lots	25	7 50
" " 26 "		8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 50	3 60
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks....................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass....	0 10	0 09½
" yellow brass	0 08	0 08½
Light brass................	0 06½	0 06½
Tea lead	0 02½	0 02½
Heavy lead................	0 02½	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No.1	14 50	14 00
Stove plate...............	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers....	0 07½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkin disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N P Union elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " " ...... "	1 65
No 7 Fuller " " .... "	2 00
No. 4½, " .... "	2 00
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each...............	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

OILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC

Bath tubs, 5 feet 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30 $7 85
Flat rim sinks, 15 x 21, $2; 18 x 30, $2.35; 18 x 36, $3.50
Low down closet combinations, $14.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch........	2 03	¼ inch........	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 16	¾ "	4 31
1 "	4 54	1 "	6 19
1¼ "	6 19	1¼ "	8 44
1½ "	7 43	1½ "	10 13
2 "	9 90	2 "	13 50
2½ "	15 81	2½ "	21 56
3 "	20 76	3 "	28 31
3½ "	26 13	3½ "	35 63
4 "	29 70	4 "	40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb......	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping........................	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked......................	0 05½
Green copperas (green vitrol).........	0 01
Sugar of lead........................	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 16
Golden ochre "	....	0 10
French " "	....	0 08
Chrome green "	....	0 09
French permanent green"	....	0 13
Signwriters' black "	....	0 15
Marine black, 25 lb. irons..........		0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

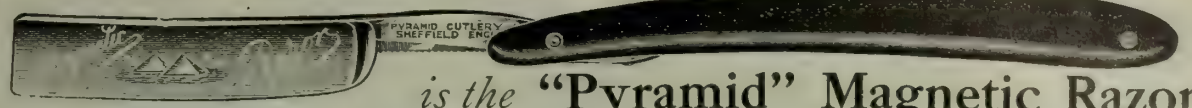
PARIS GREEN.

Barrels	0 16½
25-lb. drums.........	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs........	0 09

The Best Seller of Its Class



is the **"Pyramid" Magnetic Razor**

It retails at $2.00 and is a good line to specialize on. For fineness of material, finished appearance and keenness of edge it cannot be surpassed. Quality is in the goods and so is satisfaction.

LEADING CANADIAN JOBBERS HANDLE IT

Manufactured by

Nixon & Winterbottom, Limited, Sheffield, England

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70 0 90
" " 5 gal. tins	0 65 0 85
Sherwin-Williams paints, qt tins	1 60
Canada Paint Co.'s pure, qt tins	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 55
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 16½
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 69 0 72
Linseed Oil, raw	0 63 0 63
" " boiled	0 66 0 66

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 35
Decorators' Pure	5 85	6 10
No. 1 Canadian	5 50	5 75
Munro's Select Flake White	6 10	6 35
Elephant Genuine	6 10	6 35
Tiger Pure	5 75	5 85
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 75	7 00
"Anchor," pure	5 65	5 90
Ramsay's Pure Lead	5 65	6 00
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		6 00
Robertson's C.P., lead	5 60	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 50
Genuine, 100 lb. kegs, "	5 00 5 00
No. 1, casks, per 100 lbs	4 00 4 00
No. 1, kegs, per 100 lbs	4 50 4 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
85 to 90		15 00
91 to 96		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
" union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 80
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Cans, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 70 1 75
Belgium	1 60 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
Iron Clad" paper	2 15
" wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 25
over 12 in. " 3 25
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—	
¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 50 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 2 lbs	0 95

SASH CORD.

No 12, per lb	0 27

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	0 12

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50 14 00
Plain ship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz	8 00 9 00
Double bit, "	9 60 11 00
Bench Axes	8 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	4 50 6 85

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 53

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, 6 oz	0 25
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 2

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round 5 inch. per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 16 inch, $6 dozen
Picks, 17 cents per lb.
Pick handles, $1.85 dozen.
Prospectors' hammers, 20 cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

The Celebrated "Dreadnought" Milling File

A substitute for Files which is revolutionizing File Work. A great cost re lucer; a simple and radical improvement on the ordinary style of hand files; it cuts from 300 t · 500 p.c. faster than an ordinary file; it is self cleaning; it can be sharpened four times; it cuts eqnally well all metals, also wood and marble; its cutting edge outlasts from five to ten ordinary files; although practically a rasp, it leaves the surface smooth. N B. The Dreadnought is adaptable to every job in which ordinary files can be used, expediting the work and doing it better, and for numerous jobs usually milled in machines. Gold Medal, Franco-British Exhibition, 1908. Gold Medal, International Exhibition, Madrid, 1907.

The J. H. Hanson Tilley Co., Ltd, Mfrs., 422-424 St. Paul St., MONTREAL, P.Q.

FACTORY, 65 Dalhousie St.

AGENTS
- Halifax, N.S.—Austen Bros.
- Toronto, Ont.—Nicholson & Ritchie, Traders Bank Bldg.
- London, Ont.—London Engine Supplies Co., Ltd., Richmond St.
- St. John, N.B.—The Jas. Robertson Co., Ltd.
- Winnipeg, Man.—Bissett & Loucks, Limited
- Vancouver, B.C.—H. M. Flock & Co., Crown Bldgs.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz..........	1 15
Ivory, No. 1282, 2 foot, each..........	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 15 per cent

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

adian discount, 40 p c.

SCREW DRIVERS.

Sargent's ....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft, each....	0 94
" steel, No. 264, 66 ft., each ...	3 15
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1810, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.........................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	...	50
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
orm King and safety hangers	....	7 00
' rail..............	....	4 25
wn	....	4 85
cent........................	....	6 50
vereign......................	....	7 25

hicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen....................	2 25
Defiance, dozen.....................	2 75
Gem dozen	7 50

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅝-inch....per gross	....	9 00
" " ⅝ " .... "	....	10 00
" " ¾ " .... "	....	12 00
Leather, 1-inch ......per doz.	....	4 00
Leather, 1¼ " ...... "	....	5 20
Web.................. "	....	2 45

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31
Niagara Spray Nozzles, doz	8 30

Less 5 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " neckyokes, 36 in......	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in....	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..............	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½
Buckworth, per lb	0 10½

VISES.

Wright's.....................		0 13½
Berg's, per lb......		0 12½
Brook's.....................		0 12½
Pipe Vise, Hinge, No. 1......		3 50
" " " No. 2......		5 50
Saw Vise.......	4 50	5 00
Buckworth, per lb........		0 12

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....................	60
Bolt Ends.......................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list......	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
C ewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunk steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6 00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d..............................	3 80	3 25
3d..............................	2 85	2 95
4 and 5d.........	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d....................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $2 85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 5 00
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian. discount 50 per cent

SPORTING GOODS.

CARTRIDGES

"Dominion Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c,

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring, 40c.
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's..............	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and
Hutton's "Cross Arrow" flatware, 42½ "Singalese" and "Alaska" Nevada ver flatware, 42 p c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40 pruning, 70.
Seymour's, 50 and 10 per cent.

CLAUSS PERFECT STROPPER

The latest thing out. The article with merit. The only automatic Stropper on the market which gives perfect satisfaction. Sold under a positive guarantee.

Anyone, no matter whether he knows how to strop a razor or not, can do so on this automatic Stropper. This is now the only way to strop a razor.

Clauss Perfect Stropper retails for - $2.50

MERCHANTS, WRITE FOR TRADE PRICE

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : . : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper. No. 1	....	1 15
Enterprise chopper, each	...	1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	...	0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cars and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast....per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00
Japanning, 50c. per doz. extra.	
Prism globes, per doz., $1.20.	

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinued, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 5 and 10

STOVE BOARDS

Lithographed, 60 and 10

OIL STOVES AND OVENS

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50
Nestable, discount 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz.	1 22
7-inch "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½ $4.10; No. 14 $4 25; No. 15, $4.50; in lenghts 6″ to 11″, discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.

Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lb., Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2 35; 10, $2.75; 11, $2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50
Coopers', 45 per cent.	
Poultry netting staples, 40 per cent.	
Bright spear point, 75 per cent.	

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style............per doz.	8 10

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square " "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50
20 per cent.	

WRINGERS.

Royal Canadian, 11 in., doz	42 25
Improved Royal Canadian, 11 in	44 75
Eze. 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge. 3 year, 11 in	45 75
Ottawa, 3 year, 11 in	52 00
Favorite 5 year, 1 in	53 00
20 per cent.	

MISCELLANEOUS

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cen
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 09
Pure Manilla		0 11
"British" Manilla		0 09½
Cotton, 3-16 inch and larger	0 21	0 23
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 08½
" double		0 09
Sisal bed cord, 48 feet........per doz.		0 65
" " 60 feet........ "		0 80
" " 72 feet........ "		0 95

Twine.

Bag, Russian twine, per lb.	....	27
Wrapping, cotton, 3-ply	....	0 25
" 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08[illegible]
500 " standard	0 08[illegible]
550 " " manilla	0 09[illegible]
600 " " "	0 11[illegible]
650 " " "	0 13

Car lots, ¼c. less; 5-ton lots, ⅛c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.

Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.

Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.

Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 12	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	[illegible]
" under 40 lb., "		....	400
200 lb. and over		....	[illegible]

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Sonne, Thos., Montreal

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Canada Metal Co., Toronto
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,. Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Blacksmiths' Supplies
Star Mfg. Co., Carpentersville, Ill., U.S.A.

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Brushes
Nelson, H. W. Co., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y
Frothingham & Workman, Ltd, Montreal
Hanson-Tilley, J. H, Co., Montreal
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co. Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Joyce, F., & Co., London, England

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Chain
Decatur Bull & Co., Montreal.

Chucks
Ryall Tool Co., Montreal.

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Pulleys
The O. S Rollston Hardware Specialty Co, Vancouver, B.C.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont.

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls, Ont.

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cultivators
Bailey Underwood Co., Ltd., New Glasgow, N.S.

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Decatur Bull, Montreal
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S, Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills
Decatur Bull & Co., Montreal.

Electric Dry Batteries
Electrical Specialties, Ltd., Toronto

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
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McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Feather Dusters
Nelson, H. W., & Co., Ltd., Toronto

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.
Watson, Jack & Co., Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Decatur Bull & Co., Montreal.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

Fire Escapes
Dennis Wire & Iron Co., London

Fire Pots, Torches, &c.
Otto Bernz, Newark, N. J.

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
Brandon Machine and Furnace Works, Brandon, Man.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Galvanized Iron
John Lysaght, Ltd, Bristol, Newport and Montreal.

Glass Ornamental
Toronto Plate Glass Importing Co Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Ryall Tool Co., Montreal

Glue.
Grove Chemical Co., Appley Bridge Eng

Hammocks
Dominion Hammock Mfg. Co., Dunnville Ont
Nelson, H. W., & Co., Ltd., Toronto
The I. E. Palmer Co., Middletown, Conn

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont.

Harvest Tools.
Ross Bros., Edmonton, Alta.

Hinges
Canada Steel Goods Co, Hamilton.
Soss Invisible Hinge Co, Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Belleville Iron & Horseshoe Co., Belleville, Ont
Montreal Rolling Mills, Montreal.
Jas. Pender & Co, Ltd., St. John, N.B.

Hose Couplers.
The Time Saving Coupler Co., Toronto

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia
Smith Hardware Co., Montreal

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer, Ont
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Ladders
Martin, S. B., Dalton, Ohio, U.S.A.

Lamp Black.
E Fielding, Toronto
Wilckes, Martin & Wilckes, New York

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Locks, Knobs, Escutcheons, etc
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke. Ont.

Mail Boxes.
Wm F Heise, Chicago

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B C.
Clare, Little & Co Saskatoon, Sask

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mining Drills
Wm. Jessop & Sons, Sheffield, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Hassall, Jno., 183 Lafayette St, New York
Montreal Rolling Mills, Montreal
The Parmenter & Bulloch Co., Gananoque, Ont.
Jas. Pender & Co., Ltd, St. John, N.B.
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont.
Wright, E. T., & Co., Hamilton Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Dennis Wire & Iron Co., London, Ont.

Packing.
Gutta Percha & Rubber Co., Toronto

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co, Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin. & Co. Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plows.
The Paris Plow Co., Paris, Ont

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd, Montreal
Jardine, A. B., & Co, Hespeler, Ont.
Kerr Engine Co., Walkerville, Ont.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Stairs, Son & Morrow Halifax, N.S.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Portable Ovens
Warren Mfg Co., Toronto

Portland Cement.
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont
John Lysaght, Ltd., Bristol, Newport and Montreal

Punches (Nail)
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Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Decatur Bull & Co., Montreal.
Nixon & Winterbottom, Sheffield Eng

Registers
The Hart & Cooley Co., New Britain, Conn.
A. Welch & Son, Toronto.

Rivets
Canada Screw Co., Hamilton, Ont.
Hassall Jno., 183 Lafayette Street New York.
Montreal Rolling Mills Co., Montreal.
The Parmenter & Bulloch Co., Gananoque, Ont.

Rivets, Bifurcated and Tubular
The Parmenter & Bulloch Co., Gananoque, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barber Asphalt Co, Philadelphia
The Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Rubber Stamps
Hamilton Stamp and Stencil Works, Hamilton

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Howarth, James, & Sons, Ltd., Sheffield, Eng.
Simonds Mfg. Co., Fitchburg Mass.

Saws (Hack)
Ryall Tool Co., Montreal.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screw-drivers
Decatur Bull & Co., Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J

Shaft Splice
He cules Shaft Splice Co., Stratford, Ont

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
McGlashan, Clarke Co., Niagara Falls.

Snaps
Covert Mfg. Co., Troy, N.Y.

Sprayers
Cavers Bros., Galt, Ont.
Thos Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto
E T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Stamped Metal Plates
Hamilton Stamp and Stencil Works, Hamilton

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Steel Stamps
Hamilton Stamp and Stencil Works, Hamilton

Stencils
Hamilton Stamp and Stencil Works, Hamilton

Stove Pipe.
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.
Davidson, Thos., Mfg. Co., Montreal.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Record Foundry & Machine Co., Montreal and Moncton, N.B.
Jas Smart Mfg Co, Ltd, Brockville, Ont

Structural Steel.
The Hamilton Bridge Works Co, Ltd, Hamilton, Ont

Tackle Blocks
Boston and Lockport Block Co., East Boston, Mass.

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton

Tapes.
Lufkin Rule Co., Windsor, Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Toe Calks
Jas. Pender & Co., Ltd., St. John, N.B.

Tools—All Kinds.
Howarth, James, & Sons, Ltd., Sheffield.
Wm. Jessop & Sons, Sheffield, Eng.

Trade Checks
Hamilton Stamp and Stencil Works, Hamilton

Trimmers and Snips
Decatur Bull & Co., Montreal.

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
J H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont
Excello Specialty Co., Berlin, Ont.

Wagons—Childrens.
Gendron Mfg Co., Toronto
Woodstock Wagon Co., Woodstock

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice. & Son, Toronto.
Hobbs Hardware Co., London, Ont
Wm Stairs Son & Morrow Co., Halifax

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.

Heavy and Shelf Hardware

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

ALLAN, WHYTE & CO.'S WIRE ROPES,
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is SAFE if ALL his family can use a RIFLE.
THE ONLY RIFLE MADE IN CANADA is the famous

ROSS RIFLE

In Going after Big Game, the important force is the **RIFLE.**
Our New Sporting Models delight the keen shot.

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We have the written testimony of the best riflemen in the world, and the **ROSS RIFLE** has stood the severest tests in the best rifle matches of the world, **BISLEY** especially being loud in praise of the **CANADIAN RIFLE.**

The Sporting Rifles retail at $25 up and sell themselves. Try a sample order.

HANDSOME CATALOGUE ON APPLICATION

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Sound quality—through and through

We don't sell "seconds"—our goods are all first quality.

Wire—Bright, Coppered, Tinned

in coils or cut to lengths; Wood Screws, Wire Nails, Tacks, Machine Screws; Iron, Brass and Copper Rivets and Burrs, Staples, Corrugated Fasteners; Stove, Sink, Tire and Sleigh Shoe Bolts; Bright Wire Goods, etc.

Ask your Jobber for Canada Screw Company Goods

Manufactured only by

Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL

Mistakes! Oh yes!

We make them, but we try very hard not to make the same mistake twice.

You may have been offering your customer another make of

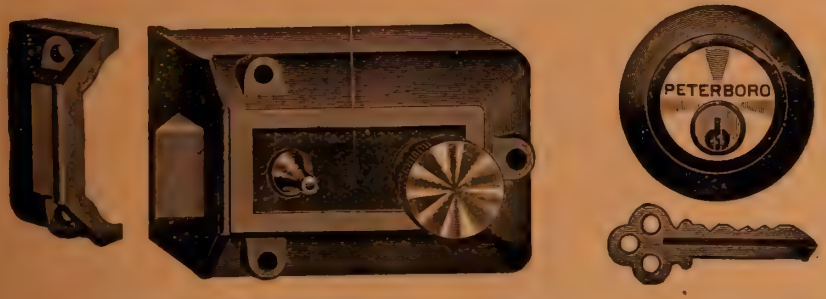
Axe Handles

and we suggest you put yourself right at once, by insisting on having **STILL'S** and no other brand. They are the best.

Send for quotations

J. H. Still Manufacturing Co.
Limited
St. Thomas, Ontario

HOW ABOUT YOUR STOCK OF LOCKS?



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LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

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Rubber Belting. For Mines, Lumber Mills, Tanneries, Flour Mills, Grain Elevators, and General Factory Service.

Ask For These Brands: "PARA," "Lumber King" (for regular transmission), "Keewatin" and "Columbia" (friction surface for high speeds and small pulleys), "Canadian" for conveying ore, grain, etc. No matter how special the conditions, we have a rubber belt guaranteed to do the work.

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Write for our handsome catalogues, or drop a line to our nearest Sales Branch, and our representative will call upon you.

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Maritime Board of Trade Number

HARDWARE AND METAL

VOL. XXI. Publication Office: Toronto, August 28, 1909. NO. 35

Queen Square, Charlottetown, P.E.I.

The MacLean Publishing Company, Ltd.

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In this department we manufacture all kinds of Sheet Metal Work such as is produced by punching and forming in a press. Our large experience in skates enables us to execute this description of work to the very best advantage.

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The Bolt and Nut Department produces all kinds of Bolts, Nuts, Rivets, Washers, etc. This department has a daily capacity of 15 tons and the output is always in demand.

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The Rolling Mills Department of this Company is one of the most important branches of the business. We operate here in the Rolling Mills one 18-inch and one 10-inch train of rolls with a daily capacity of 50 tons of Merchant Bar Iron.

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Limited

Dartmouth, N.S.

Capital, $398.000

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In the Machine Department we manufacture the most approved types of Rotary Saw Mills, Lath Machines, Shingle Machines, Saw Arbors, Band Saws, Buzz Planers, Shafting, Hangers, etc.

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Our Skate Department produces all varieties of skates for pleasure and fancy skating and hockey. "Starr" Skates are known all over the civilized globe. We are the largest manufacturers of skates under the British flag.

Write for 1909 Skate Book.

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A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

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VOL. XXI. PUBLICATION OFFICE: TORONTO, AUGUST 14, 1909 NO. 33

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CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS' STEELS

Canadian Agents: DORKEN BROS & CO., MONTREAL

Poultry Netting
—"Lysaght's" Make—

Thoroughly galvanized and well woven

STOCK OR IMPORT.

John Lysaght, Limited
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Bristol, Newport and Montreal

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ARE YOU AWAKE?

Are you awake to the necessity of having a full range of Stove Accessories for the Fall trade? Dampers are a line in universal demand, and the

1909
DIAMOND STOVE PIPE DAMPER

is the finest yet produced. A feature is that they have all-metal stems, and are easily inserted in any pipe, and are of Canadian manufacture. Send your order to your jobber without delay; this is a profitable line you cannot afford to overlook.

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HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.

Don't Wait for Something to Turn Up. Try a "WANT AD."

Become One of the Family

Yes, and enjoy prosperity to the full.
The McClary Stove Agency is made highly desirable because of these six reasons:

These four bring McClary Stoves to your store O.K.

1st. We're the biggest Stove people in the British Empire.
2nd. We've had a most lengthy and successful experience making stoves.
3rd. We have exclusive patterns and methods, assuring "always-right" results.
4th. We have the necessary staff and facilities to make us excel as shippers.

This one takes McClary stoves to your Customers O.K.

5th. We conduct one of the largest newspaper advertising campaigns, in dealers' interests, in Canada.

This one produces satisfaction for the trio—yourself, your customers and us.

6th. We make our stoves conscientiously.

If you think there is an untaken opportunity in your town to do the Tenth Part of Stove Selling after we do the Nine Parts for you---firstly, by bringing all the McClary Fame into your territory through window, fence and store signs, bulletins, etc., secondly, by promulgating this fame, as worked into McClary Stoves, by a big newspaper campaign; thirdly, by co-operating with you to re-inforce our newspaper advertising by using electros and type copy supplied, with our instructions, free; fourthly, by the assistance rendered through a programme of varied artistic and forceful advertising matter; fifthly, by an extensive follow-up system on your prospects—then just show us your right arm is ready for Anne Agency.

Opportunities sometimes come twice, but the profits made on the first opportunity never come to the "second" taker.

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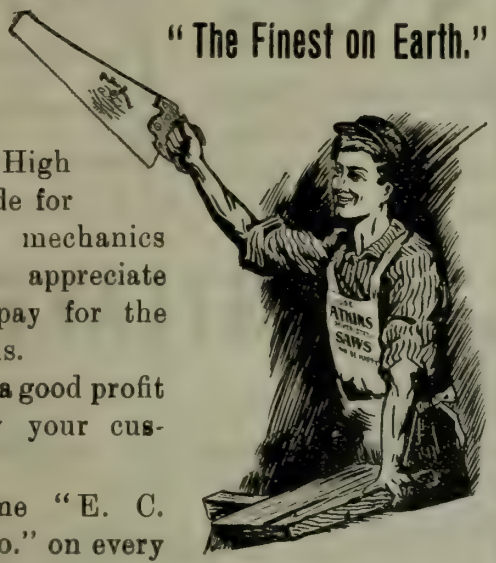
Made in Canada.

"The Finest on Earth."



Strictly High Grade. Made for the best mechanics who want, appreciate and will pay for the Finest Tools.
They bring a good profit and satisfy your customer.

The name "E. C. Atkins & Co." on every blade.

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MADE TO WEAR

It is just the extra care given in the selection of the wood, and the extra attention in the shaping of the handle that make

Still's Axe Handles

(though no dearer than other makes) just a little better than all the rest. These are the kind for the progressive hardwareman. They always give satisfaction.

Send for quotations

J. H. Still Manufacturing Co.

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St. Thomas, Ontario

"YANKEE TOOLS"

SOME NEW STYLES—HAVE YOU SEEN THEM?

are the
NEWEST
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and
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SELLING
TOOLS
and are
WITHOUT
EQUAL
in
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and
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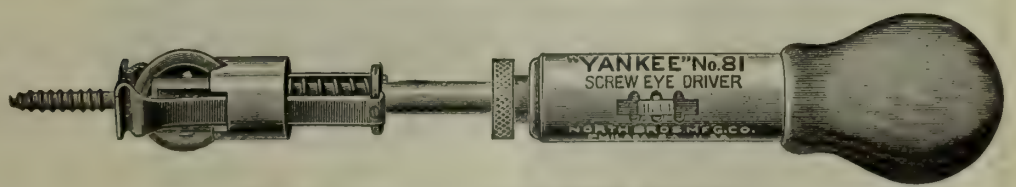
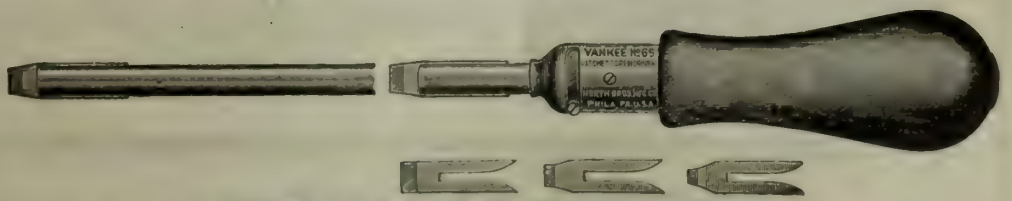
in
PRACTICAL
USE

"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.



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ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

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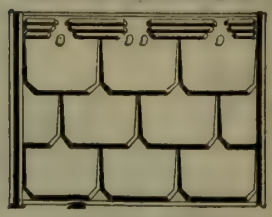
An action has been commenced in the Exchequer Court of Canada against The Winnipeg Ceiling & Roofing Co. for damages and an injunction in consequence of their making and selling a shingle which we claim is

Eastlake Steel Shingles



Are Always Reliable

AN IMITATION OF THE "EASTLAKE"

and which we are advised is an infringement of our Patent and Trade Mark.

The public is therefore warned against purchasing, selling or using such imitations, and anyone found so doing will be liable to the penalties provided by law.

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THIS STAMP INSURES EXCELLENCE

TRADE EASTLAKE MARK
STEEL SHINGLES
PATD. APRIL 1885. MARCH 1887. JAN. & JULY 1894. OCT. 1900.

IT'S ON EVERY PACKAGE OF GENUINE "EASTLAKE"

The Metallic Roofing Co. Limited

Manufacturers of
"EASTLAKE" METALLIC SHINGLES
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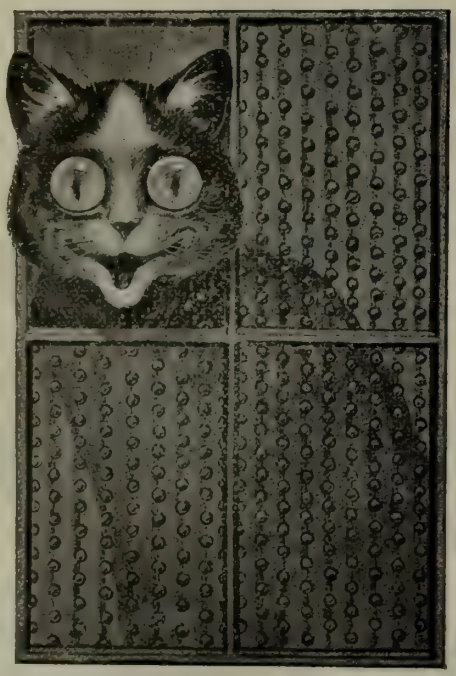

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This is the latest in Ornamental Glass. It obscures the view but not the light. Being made on a scientific basis it meets the present building conditions much better than the general run of flowery figured designs. Write our nearest office for price and sample.

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TORONTO LONDON WINNIPEG

Black Diamond Axes Fully Guaranteed

BLACK DIAMOND

Is the Mark of Quality.

Any customer buying Axes of this Brand, that prove defective through fault of manufacture, we will replace Free of Charge.

Also supplied in

Tourville Pattern,

Wedge and Half Wedge,

Single and Double Bit.

Black Diamond Axe Catalogue

No. 39

will be supplied upon request

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Material.—The best that money can buy, and long experience has found most serviceable.

Workmanship.—None but the most efficient skilled labor is employed.

Punched Eye.—The eyes are punched from solid steel bars, not rolled and welded as is common with other makes, which insures against the defects existing in other processes, and likewise insures a sound eye which will not stretch or open.

Forging.—The forging is done by hand by a special continuous process, which saves several heatings and thoroughly refines the steel.

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Inspection.—The most exacting methods and systems used in the individual departments covering the inspection of these goods, has given them that beauty of finish and perfection of workmanship to which we invite comparison.

LEWIS BROS., LIMITED

EXCLUSIVE DISTRIBUTORS OF BLACK DIAMOND AXES

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OTTAWA TORONTO CALGARY VANCOUVER

One Hundred Years

AUGUST 2nd., 1809
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A CENTURY

TRADE MARK

Founded 1809
Incorporated 1904

An honorable business career which few firms in Canada can equal.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

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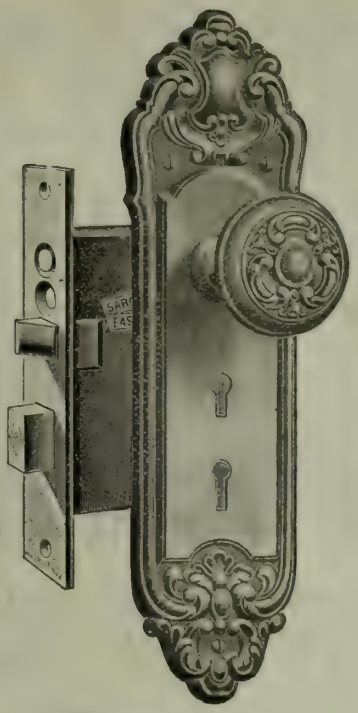
Wrought Steel Trimmings No. 316



FRONT DOOR SET
Wrought Steel Trimmings No. 603
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SLIDING DOOR SETS
For Single Door No. 6961
For Double Doors No. 6962
For Double Doors No. 6966
Astragal Front

Sargent's "Haven" Designs

Appeal both to the artistic eye and the carpenter who knows the goods. It is a beautiful design in every particular. You may have your choice of Antique Brass or Antique Copper finish. Both

ARE POPULAR DESIGNS

with the builders. Sargent's goods have stood for half a century, because they represent two very necessary essentials, viz.: highest grade material and the very best workmanship. Combined they make Sargent quality. Buy from us now.

H. S. HOWLAND, SONS & CO., Limited

Wholesale Hardware Merchants

TORONTO

Graham Nails are the best ***We ship promptly*** ***Our prices are right***

DISSTON

SAWS, TOOLS AND FILES

MADE
SOLD
USED **On Merit**

AND THE CONFIDENCE PLACED IN THE QUALITY AND EFFICIENCY OF THE

DISSTON BRAND

SHALL BE AS WELL-DESERVED IN THE FUTURE AS IT HAS BEEN DURING THE PAST

SIXTY-NINE YEARS

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works PHILADELPHIA, PA.

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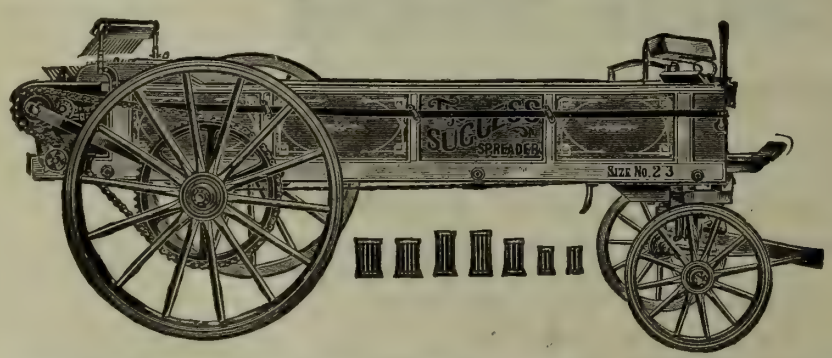
Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



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Success Manure Spreaders

Walking Plows of every description

Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. "Leader" Scufflers. Pulpers, Agricultural Wheelbarrows. Also the famous Thom's Blower, Ensilage Cutters.

These goods can be and are being profitably handled by many of the leading hardware men.

We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*

REMINGTON Fire Arms

90 Years of Progressive Gun-Making

With faithful, conscientious inspection and testing covering every stage in the manufacture of these guns, is the secret of their great popularity among the best shots in the country.

No. 312K. Blued Steel Barrels, Choke Bored, adapted for Smokeless Powders, Triple Locked, Automatic Safety; Plain in Finish but made to stand hard usage. 12 Gauge.

No. 312KE Same grade as 312K with Automatic Ejector.

No. 112A. Two Stripe Damascus Steel Barrels, Choke Bored to Smokeless Powder; English Walnut Stock, Purdy Fore-end, Triple Locked. 10 and 12 Gauge.

No. 6 NEW MODEL REMINGTON RIFLES

Take-Down Light Weight. Both .22 and .32 Calibres kept in stock

These Rifles are accurately Bored and Rifled, Walnut Stock, Shell Ejector, Tang Rear Sight.

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Wholesale Distributors

Caverhill Learmont & Co

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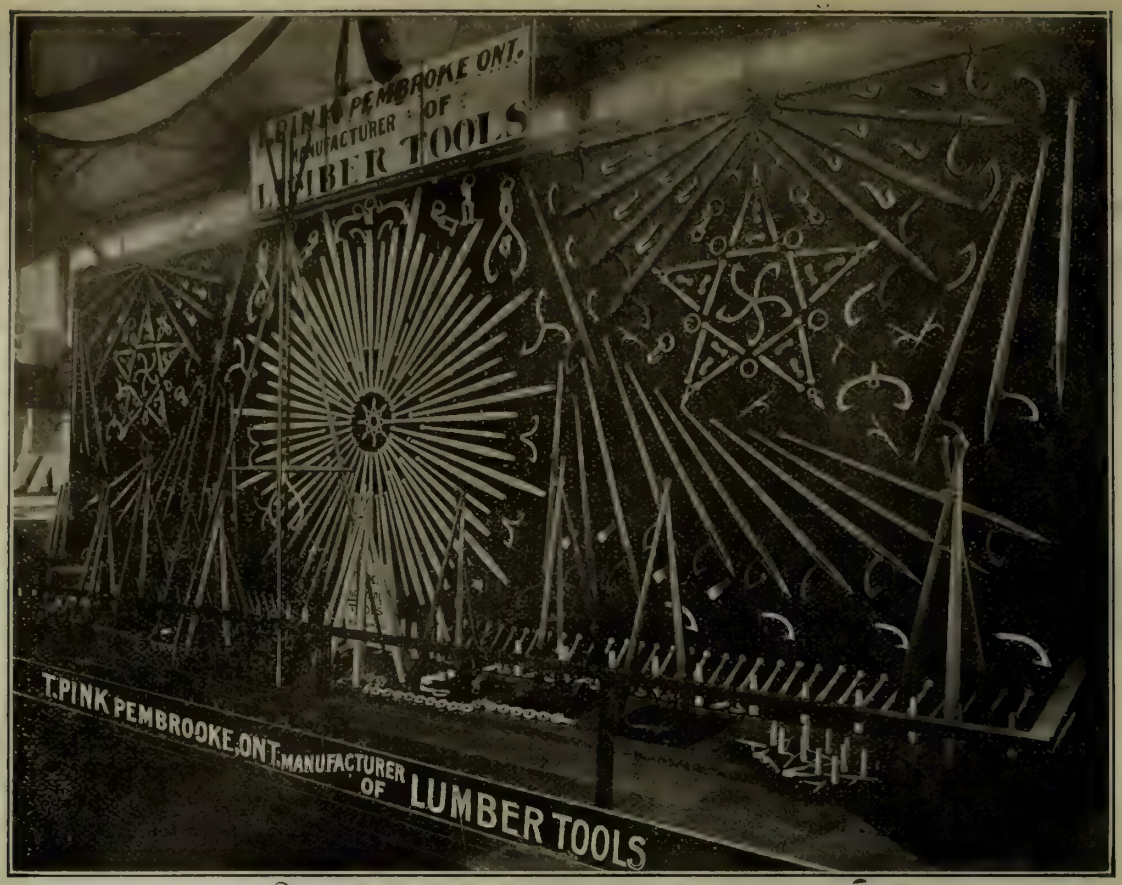

Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

METALS

Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

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Simonds' "Crescent Ground" Cross-Cut Saws

The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. Montreal, P.Q., Vancouver, B.C., St. John, N.B.

"PUT MONEY IN THY PURSE"

There is no more profitable line for the hardwareman to handle than the

Brushes, Brooms and Woodenware of

THOMAS BRYAN, Limited

LONDON, CANADA

WESTERN REPRESENTATIVES:

WINNIPEG PAINT AND GLASS CO., Limited, Winnipeg, Calgary and Edmonton

LOOK AT THIS !

Vertical Dominion Wafer Register

The design is Moorish, the finish first-class and the effect pleasing. This register, which is also built horizontally, is used for first floor rooms, and is drilled ready for insertion of screws to attach to the base-board.

The lever is nickel-plated, and the fans are painted vermilion. The register proper receives two coats of enamel and is thoroughly baked, being ground first of all to a smooth finish.

Let us send you Quotations.

MANUFACTURED BY

A. WELCH & SON, - Toronto, Ont.

H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY Co.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. Office: CHICAGO, ILL

Crescent Brand

Registered

IMPORTANT ANNOUNCEMENT

There is a gradual rise taking place in the value of all commodities.

Deliveries of raw material are not so prompt as they have been.

Good buyers seem to have come to the conclusion that it is good business to anticipate their wants some time into the future.

Authorties have recently expressed their opinion that the balance of this year and next year will be the busiest in the history of Canada.

Only a short time ago it was necessary for buyers to look ahead and anticipate their wants for six months.

PRICES TO-DAY ARE AT THE BOTTOM

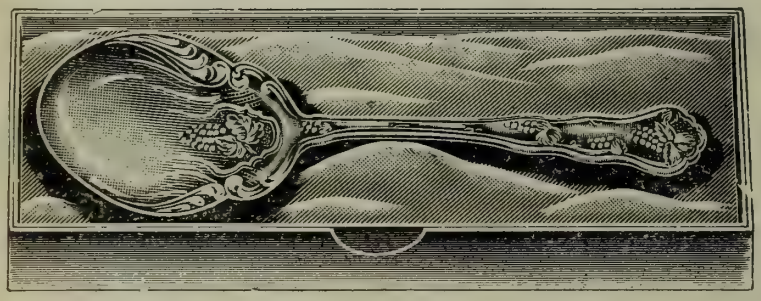
There will be a wonderful revival in most all lines of business — none more so than in Steel and Iron Hardware.

We have backed up our belief in an increasing business by building large additions to our plant, installing modern machinery, making large purchases of raw material, and recommend that our **customers buy promptly and liberally** to insure prompt delivery when the rush season opens.

Of course you will want the best; so order Hinges, Butts, Plated Butts, Brackets, etc., etc., from us.

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, ONTARIO



ELEGANT PATTERN

BERRY SPOON

Sells at Sight

Made in Standard A1 plate, and with silver or gilt bowl. These are custom catchers and trade builders.

ORDER FROM YOUR JOBBER

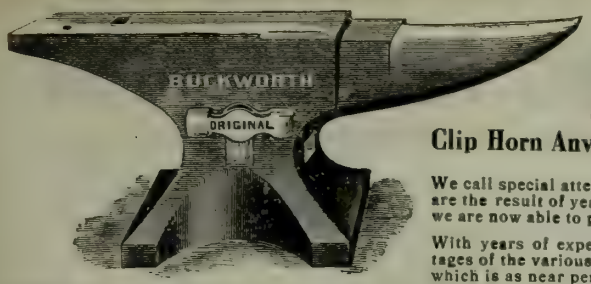
The McGLASHAN, CLARKE CO., Ltd., NIAGARA FALLS, CANADA

AGENTS: J. MACKAY ROSE, 88 McGill Street; Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

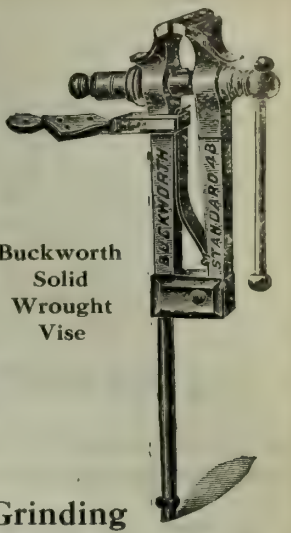


BUCKWORTH

Solid Wrought General Blacksmiths' and Clip Horn Anvils, with Crucible Steel Face : : :

We call special attention to our Farrier's Clip Horn Anvils. These Anvils are the result of years of careful study on our part of the Farrier's wants, and we are now able to present an anvil that is perfection.

With years of experience and careful study of the advantages and disadvantages of the various makes of anvils on the market, we here present an anvil which is as near perfect as it is possible to be. The size of face, length and fullness of horn and depth of drop have all been considered. We defy a better shaped anvil for general blacksmithing.



Buckworth Solid Wrought Vise

Every genuine **BUCKWORTH** Anvil is made of the best Wrought Iron and faced with the best Crucible Cast Steel, carefully tempered and tested to secure absolute uniformity. The **BUCKWORTH** Anvil is made by the latest improved methods. Top and bottom are each one solid piece, and only one weld at the waist.

The steel faces to these anvils are all put on in one solid piece.

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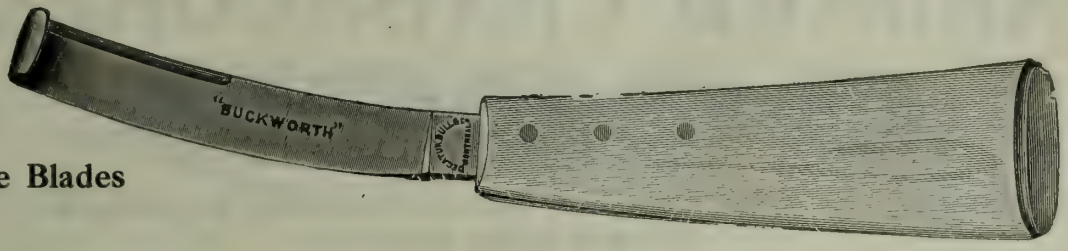

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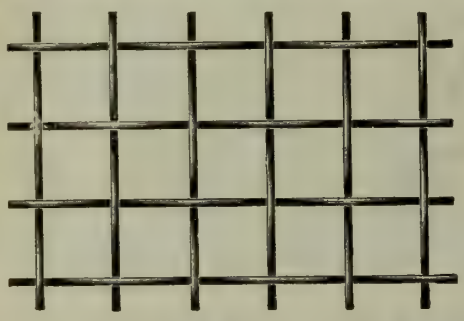

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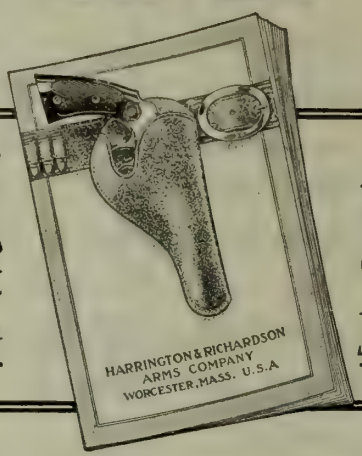

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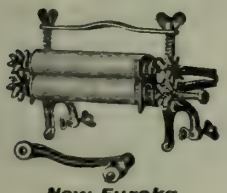
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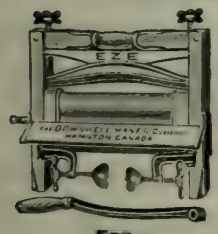

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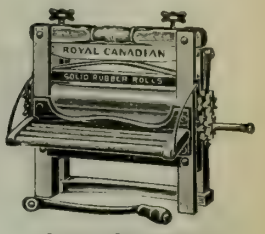

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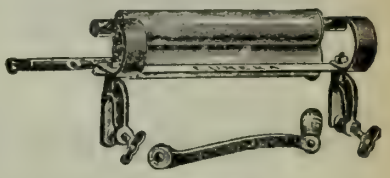
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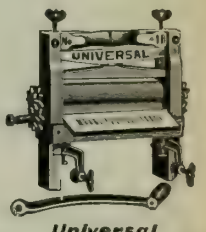

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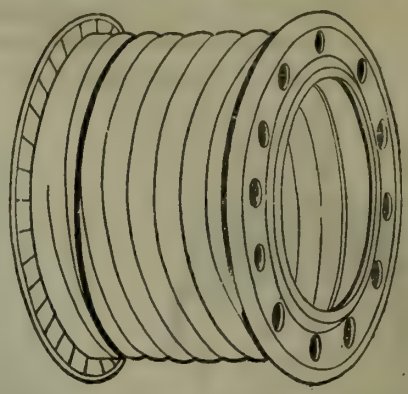

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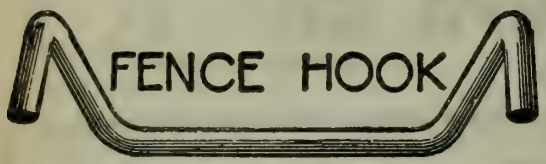

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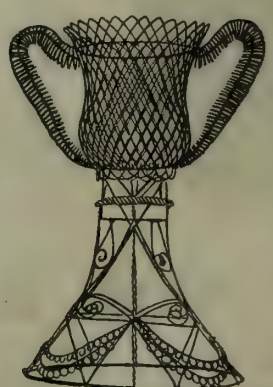

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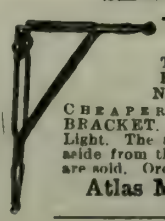

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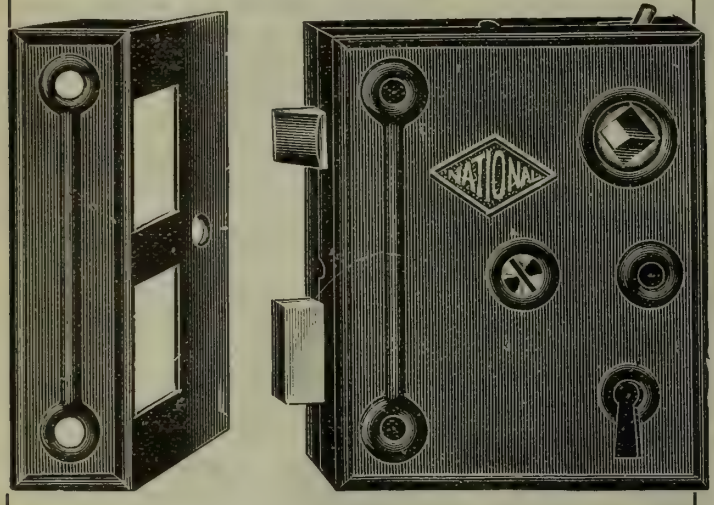

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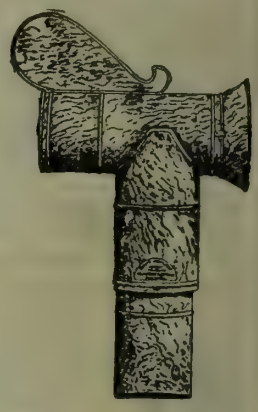

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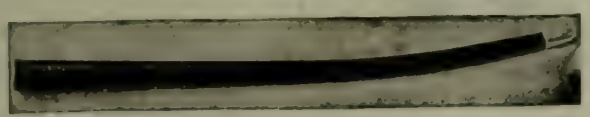

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Over fifty years experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc. on application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

CANADA FOUNDRY COMPANY
LIMITED

Cor. King and Simcoe Sts. *TORONTO, CAN.*

MONTREAL *WINNIPEG*
HALIFAX *VANCOUVER*
OTTAWA *ROSSLAND*

MANUFACTURERS OF

Power Appliances of All Kinds

Complete Power Plants
Steam, Gas or Electric

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

The Chicago Heat Regulator

If too hot lowers the damper, if cold it raises it. Saves coal, health, time and patience. Works the damper automatically. Thirty days free trial. Profitable line for the hardware trade.

Full particulars in free booklet.

We also make tub stands—curtain stretchers—clothes bars—ironing boards, etc.

Otterville Mfg. Co., Limited
OTTERVILLE, ONTARIO

JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

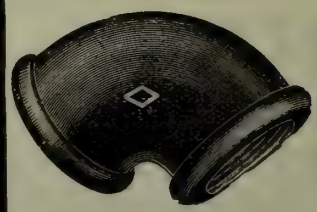
REGISTERED TRADE MARK

GRANTED 1682

Sole Agents for Canada

James Hutton & Company
Montreal

THE RETAILER classes the houses who advertise in his trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.



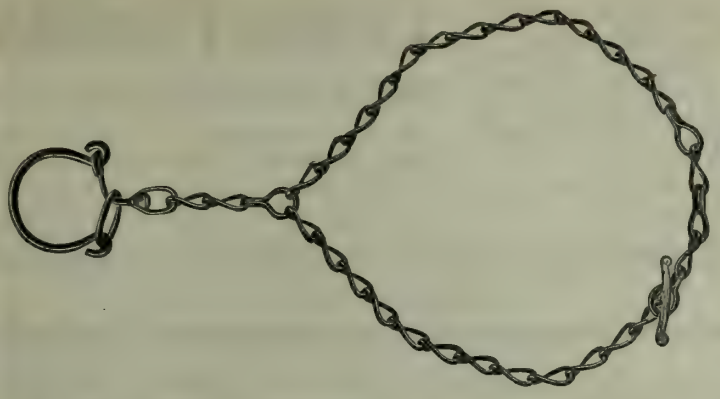
See the Diamond

Diamond Brand Fittings

are unrivalled for fit, threading and finish.

WHOLESALE ONLY

Oshawa Steam & Gas Fittings Co., Ltd.
OSHAWA. - - CANADA



Our Electric Welded Chains

have shorter links than the knotted chains and are alsos moother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

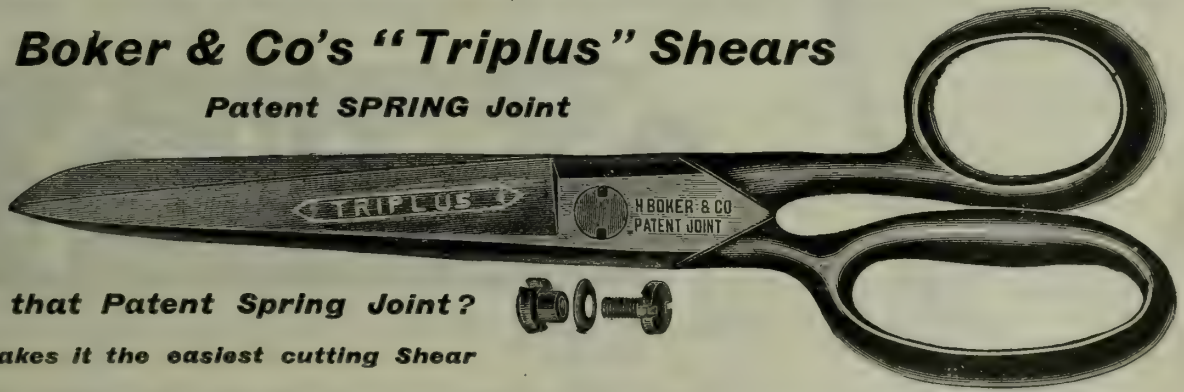
McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

THE NEWEST THING ON THE MARKET

H. Boker & Co's "Triplus" Shears

Patent SPRING Joint



See that Patent Spring Joint?

It makes it the easiest cutting Shear

These Patent Spring Joint Shears are adjusted to give the cutters an absolutely even pressure, which will make them last longer than three regular style shears of the same grade. A trial will convince you.

For Sale by Leading Wholesale Hardware Houses

Stop the Leaks

The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

THE CONDENSED ADS of The Hardware and Metal are what you should use if you wish to secure a clerk, a traveler or a situation.

THE WHITE MOP WRINGER

is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

Order from your jobber or from us.

WHITE MOP WRINGER CO.

Fultonville, New York

This Trade Mark Insures Genuineness Originality Perfection Satisfaction

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

Lawn Fences

ORNAMENTAL IRON AND WIRE

We have a new catalogue of new and handsome designs and a new departure in prices that secures orders. Now is the time for business. Write for particulars and terms to dealers.

DENNIS WIRE AND IRON WORKS CO., LIMITED

LONDON, ONTARIO

"OUR SEASONABLE LINES ARE PROFITABLE"

Get our Prices on

SAND SCREENING,
GRAVEL SCREENS,
CONCRETE REINFORCEMENT,
CELLAR WINDOW GUARDS,
lined with fly cloth,
HORSE and DOG MUZZLES.
Trellises for Climbing Vines and Garden Bordering

CANADA WIRE GOODS MFG. CO.

HAMILTON, - ONTARIO

We make Jail Cells and Gratings of every description.

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF IT'S KIND

MPROVED CARPENTERS' TOOLS

Sold by all Hardware Dealers

STANLEY RULE AND LEVEL CO.

NEW BRITAIN, CONN, U.S.A.

DON'T FORGET that we make all the standard sizes of Boilers, Dish Pans, Dairy Pails and Kitchen Dippers in

THE "ANTI-RUST" WARE

Sanitary and Indestructible

X.X.X.X. stock.

E. T. WRIGHT & CO., Hamilton, Canada

Manitoba Agents—Merrick, Anderson Co., Winnipeg, Man.

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND *LIMTIED*

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of

BUILDERS', CABINET, FANCY AND NAVAL BRASSFOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

ARCHITECTS' OWN DESIGNS AND SPECIAL REQUIREMENTS CAREFULLY EXECUTED

CONGO ROOFING

Guaranteed By a Surety Bond

TO CONVINCE the public that 3-ply Congo Roofing will really last *ten years*, we furnish with every roll a bond of the National Surety Company backing up our guarantee.

THIS BOND gives you absolute certainty that our promise will be made good.

WE DON'T CONSIDER that the bond is necessary, but it serves to show how firmly we believe in the *durability* of our product.

ANY MANUFACTURER could say as we do, that his roofing will last ten years, but we show that we mean business when we *back up* the guarantee with a genuine Surety Bond.

THE ONLY THING for us to do under these circumstances is to make a roofing which will stand the test, and outlive the guarantee period.

That is what Congo will do.

OTHERWISE, we could not afford to bind ourselves over to a Surety Co., and thus insure the thousands of Congo roofs which are being laid every year all over the country.

FREE SAMPLE

WE SHOULD BE GLAD to send you a copy of the bond without charge. We will also send you at the same time a sample of Congo, so that you will see the reason for our confidence.

UNITED ROOFING AND MANUFACTURING CO.

PHILADELPHIA, PA.

Successor to BUCHANAN-FOSTER CO.

H. S. Howland, Sons & Co., Toronto; Starke-Seybold Co., Ltd., Montreal; Mechanics Supply Co., Quebec; S. Hayward Co., St. John, N.B.; Geo. E. Smith & Co., Halifax, N.S.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.

What Do You Think of This?

Here is a sample of our extra heavy self-righting polished brass (or nickel plated)

Cuspidor

The height is 9⅜ inches and the diameter 8⅞ inches. This is only one of our representative and reliable range.

Write for our Catalogue

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:

H. F. McIntosh & Co., 51 Yonge St., Toronto

"Brantford" "Roofing"

FREE

A Series of Retail Ads

We have had a series of roofing advertisements prepared, at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads are bound to create a strong impression in favor of "Brantford" "Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Brantford" "Roofing" it's time you were. Better write for our proposition.

Brantford Roofing Co., Limited

Brantford - Canada

Montreal Branch: 300 St. James St., Montreal, Que.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

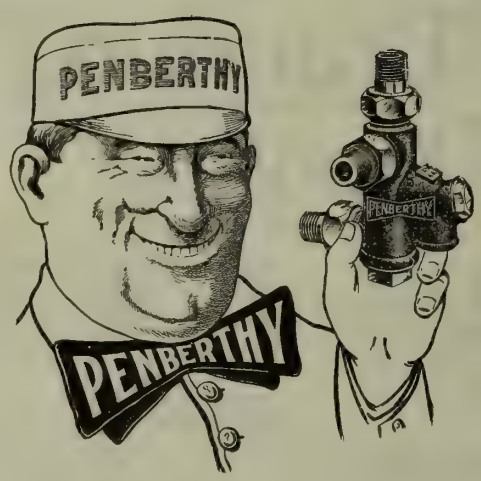
¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



A Penberthy Catalogue
A Penberthy Discount Sheet
A Penberthy Stock of Goods

MAKE A PROSPEROUS HARDWARE MERCHANT

WRITE US FOR THE CATALOGUE
YOUR JOBBER WILL DO THE REST

PENBERTHY INJECTOR CO.
Limited
WINDSOR, : : : : : ONTARIO

Bone Cutters

This is a favorite size. We make other sizes, from

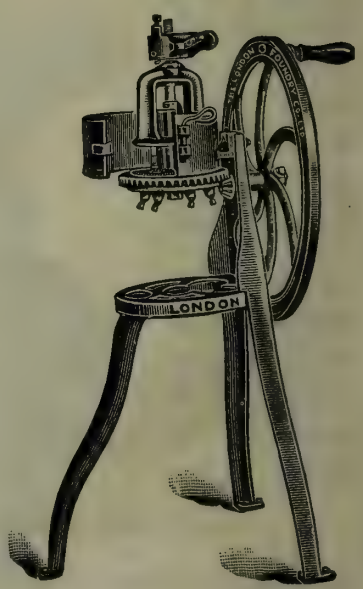
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.



Send at once for catalogue and prices

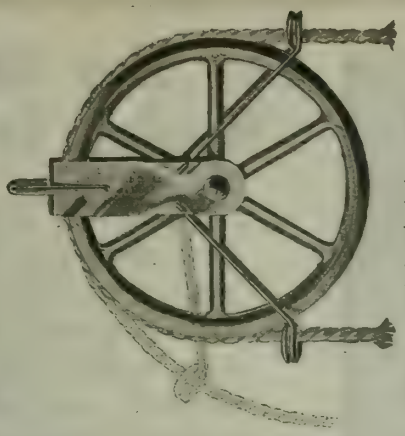
Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

The "Rollston Easy" Pulley

sells on sight. It is so simple, strong and quickly operated that every householder wants one. A child can hang out the clothing.

The G. S. Rollston Hardware



It Makes Wash-Day Easy

Its leading features are a large wheel, adjustable guards, suspending link and steel yoke. Drop us a line for terms.

Specialty Co., Vancouver, B.C.

YOU CAN MAKE BIG SALES

of the new "Puritan" Motor Washer. It is the regular "Puritan"—which you have found such a good seller—with the addition of a simple, compact, durable water motor, that works on a lower pressure than any heretofore made. The

"Puritan Motor Washer"

costs nothing to run in a town with waterworks, and it takes practically all the hard work out of wash-day. Naturally, it is selling fast and earning good money for up-to-date dealers.

David Maxwell & Sons, - St. Marys, Ont.

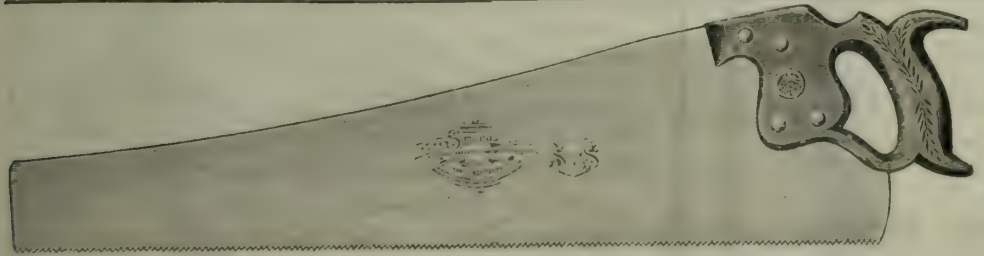
TWO LEADING LINES

TORONTO Gendron CANADA **GO-CARTS**

The accompanying cuts illustrate two of our up-to-date, strongly built, folding carriers, No's. 293 and 206. These are only samples of our extensive range which afford dealers a good profit and help to widen their opportunities by strengthening their hold on family trade.

Made in Canada. Send for Catalogue.

The Gendron Mfg. Company, Limited
TORONTO - - - - - - CANADA



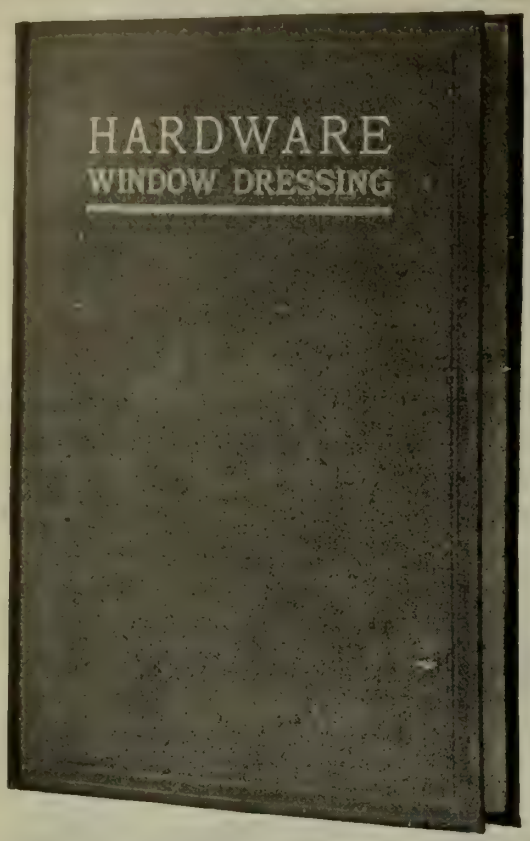
SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.
Fitchburg, Mass.
Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.



You May Become a Practical Window Dresser For $2.50

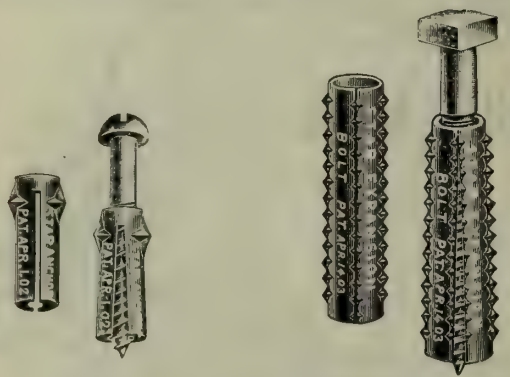
This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

26 Pages **8 x 11 Inches** **300 Illustrations**

Price $2.50. (Payable in Advance)

Send for Descriptive Circular.

Technical Books, 10 Front St. East. Toronto



Star Screw Anchor.
Soft Lead Composition. 18 different sizes. Fit Screws, Nos. 5—24.

Lag or Coach Screw Type.
Either Mal. Iron or Soft Lead Composition. Sizes: ¼-in. to 1½-in.

Single Machine Bolt Type.
Either Mal. Iron or Brass. Size range from 3/16 to 2-in. diam.

THREE STANDARD TYPES

Which are mighty popular amongst Contractors, Builders, Electricians, Plumbers, Ironworkers, and such like, are shown above.

Star Expansion Bolts

Are the kind you see advertised. They are the kind you read about as being used on the big jobs. They are the kind your trade ask for. They are the kind for you to carry.

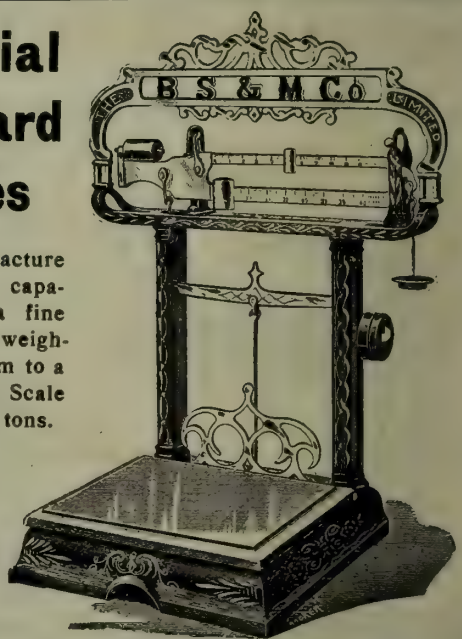
Let us send you Samples and Prices.

Star Expansion Bolt Co., 147 Cedar St., NEW YORK

Imperial Standard Scales

We manufacture Scales of all capacities from a fine Druggist Scale weighing one drachm to a Railway Track Scale weighing 100 tons.

Write for our illustrated catalog and price list —they will interest you.



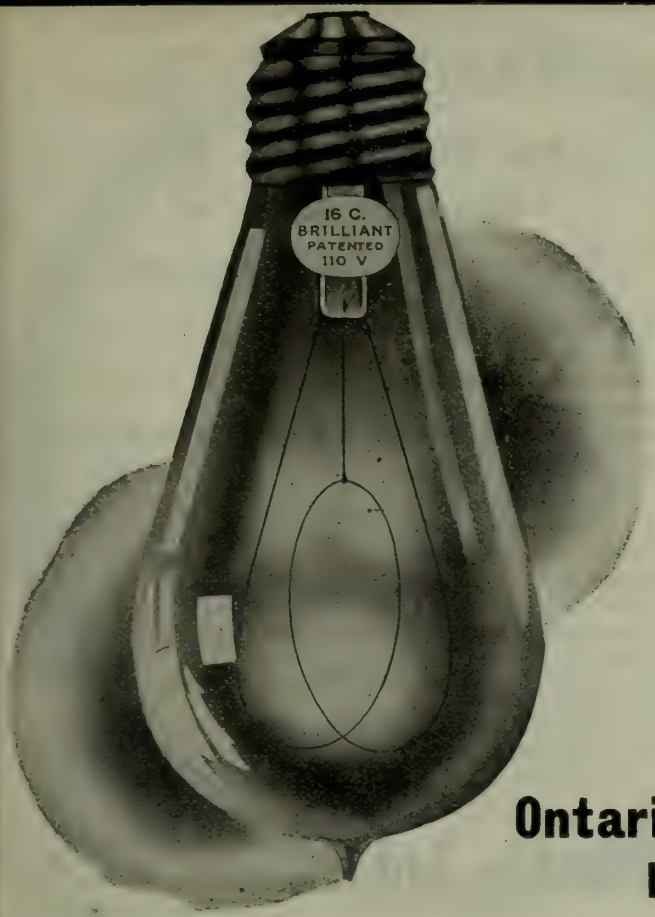
IMPERIAL COUNTER SCALE

The Counter Scale shown here is made with Cut-off Lever and has Nickel-plated Double Brass Beam with Sliding Poises.

Capacity of Beam 50 lbs. Total capacity 200 lbs.

Made by

The Burrow, Stewart & Milne Co., Ltd.
Hamilton, - Ontario



QUALITY

is the first consideration in the manufacture of our

"BRILLIANT"
AND
"SHELBY"
INCANDESCENT LAMPS

They are all carefully selected and fully guaranteed

MAUNFACTURED BY

Ontario Lantern & Lamp Co., Ltd.
Hamilton, - Ontario

Are you interested in any of these lines?

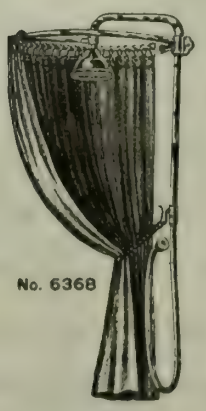
ENGINEERS' SUPPLIES
Valves, Cocks, Injectors, Steam Gauges, Etc.

PLUMBING GOODS
Brass Goods, Iron Goods, Enameled Goods

Gas and Electric Fixtures
We make these goods in largest variety. Quality the best.

A FEW OF THEM LEFT

A $15.00 SHOWER for $10.50



THESE HIGH-GRADE SHOWERS
are made of heavy seamless brass tube, five-inch shower head, rubber curtain and patent hold-fast bulb.

The JAMES MORRISON BRASS MFG. CO., Limited
93-97 Adelaide St. West - - - - - TORONTO

The Royal Jewel Steel Range, The Ideal Cooking Apparatus

The Latest and Best

None to Equal It

Summary of Good Features

LARGE TOP COOKING SURFACE, wide short centres, one sectional cover, one damper cover, nickel plated edge of top.

HINGED KEY PLATE, convenient for broiling, or supplying fuel.

LARGE FIRE BOX for coal, large feed door for wood, end fire door screw damper.

REMOVABLE duplex grate.

COMBINATION coal and wood fire box for "S" series

LARGE ASH PIT with ash guard and capacious ash pan. Ash pit door has screw damper.

ONE PIECE SHEET STEEL OVEN, large and well-ventilated.

Controlling damper supplied with all high shelf and high closet ranges.

Water front for coal, water back for wood, large and powerful.

Water tank for 920 and 922 hold 10 gallons.

Steel high shelf and high closet, supporting castings full nickel plated.

The Burrow, Stewart & Milne Co. Ltd., *Manufacturers, HAMILTON.*

ARE YOU STOCKING THE

JOY

MALLEABLE IRON RANGE?

A Splendid Family Range

Low Warming Oven

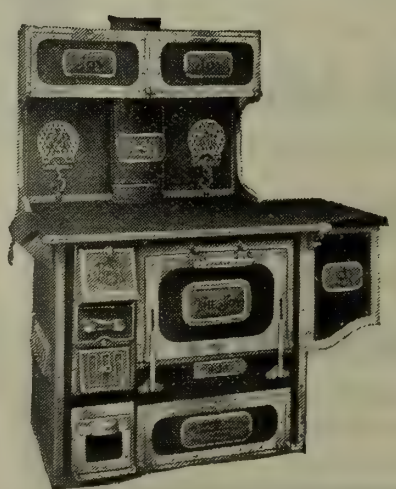
15 Gallon Reservoir

Flues Quickly Cleaned

Burns Coal or Wood

Handsome in Appearance

A Range You Can Honestly Recommend



Being made of malleable iron (which is thinner than ordinary grey iron) heat is generated more quickly, whilst the life of the stove is at least doubled where malleable iron is used. Make a big point of this feature. It is a telling one.

Send for descriptive matter and quotations.

The CANADIAN HEATING & VENTILATING CO. LIMITED

Owen Sound, Ontario

Western Agents: Christie Bros. Co., Ltd., Cor. Henry & Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C.

WE
SOLICIT
YOUR ENQUIRIES FOR

STEEL
OR
WIRE

A few of the thousand commodities

Wire for every purpose
Springs all kinds
Nails and Tacks
Electrical Cables
Wire Rope all constructions
Structural Steel
Bars
Rails
Plates

United States Steel Products
Export Co.
Montreal

Tortoise
COMBINATION
HEATING AND
COOKING STOVE
WITH LOW OVEN

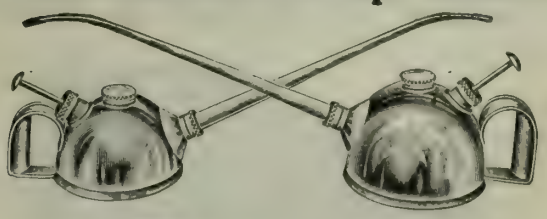
Quick and perfect bakers. Wherever this line has been introduced the sales have greatly increased. : : : : : : : : : ;

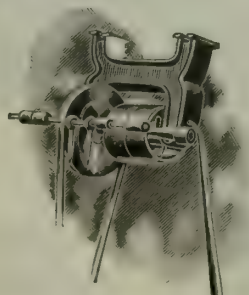
MADE IN TWO SIZES, Viz., 504 and 505

Particulars and Prices Promptly Furnished Upon Request. : : : : : : : :

The Jas. Smart Mfg. Co., Ltd.
Winnipeg, Man. Brockville, Ont.

Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

KEEP RIGHT ON SELLING

Dominion Ammunition without boosting it, and watch it boost itself. Or stack it up against the best duty-paying ammunition you can buy, and see which lasts the longest.

Dominion Improved and ***Proved*** cartridges and shot shells are every one a graduate from the Dominion System, the newest and severest testing system in the world of ammunition.

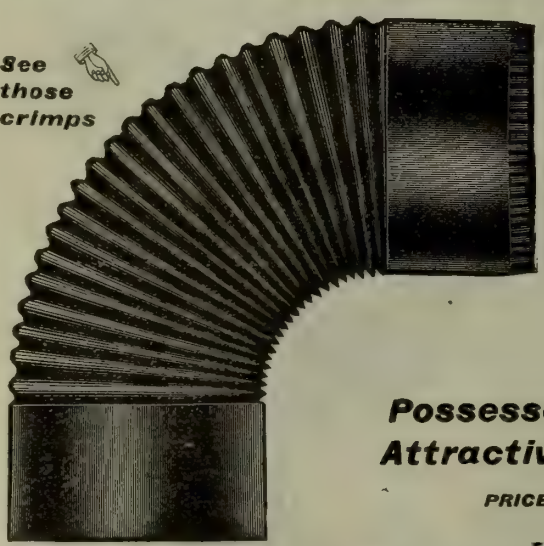
YOUR CUSTOMERS WILL DEMAND

Dominion Improved and ***Proved*** Ammunition, because it is *Better,* and because it costs less, being *Made in Canada.* For any size and make of gun, and *Guaranteed Sure.* Ask for catalogue.

DOMINION CARTRIDGE CO., LTD.
Montreal, Canada

DOMINION
IMPROVED AND PROVED
AMMUNITION

KEMP'S STOVE PIPE ELBOWS and ANGLES



The most popular Elbow manufactured. Standard sizes. Made of extra heavy smooth steel with long ends. Riveted ready for use.

Possesses Strength and Attractiveness Combined

PRICES ON APPLICATION

	Sizes			Inches				Sizes		Inches	
Plain or Common	3	4	5	6	7	8	-	5	6	7	8
Polished - -	..	..	5	6	7	8	-	5	6	7	8
Tin - - -	..	..	..	6	7	8	-	..	6	7	8
Galvanized -	..	..	..	6	7	8	-	..	6	7	8

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St, WINNIPEG

THE KEMP MFG. CO., Limited
39 St. Antoine Street, MONTREAL, Que.

The Retail Hardware Excursion to Montreal

Some Travelers to be Included in the Party—Two Members ill— Recent Additions to the List—Song Sheet to be Distributed—Parcels Post Agitation in the United States.

THE MONTREAL EXCURSION.

During the past week quite a number of reservations have been made for the Montreal excursion, and though some have had to drop out on account of illness, indications point to a party numbering between 100 and 125.

Amongst the recent additions to the party are C. E. Boyd and wife, Simcoe ; J. E. O'Neal, wife and child, Welland ; S. M. Burt, Toronto ; F. Y. W. Braithwaite, wife and two sons, Blind River, and J. M. McGregor, Oakville. Some travelers are beginning to enroll also, and they will be a welcome addition as they can render valuable assistance in making the trip enjoyable. Harry Clucas and wife, Canada Paint Co., Toronto ; Geo. B. Dowswell and wife, Cummer-Dowswell Co., Hamilton; R. F. McKenzie, wife and child, Rice Lewis & Son, Toronto, and G. E. Boomer and C. E. Thomas, of the Sherwin-Williams Co., Toronto, have all booked their passage. Messrs. Boomer and Thomas have a reputation as musicians and they will be expected to do a stunt or two on the programme.

Letters received from Montreal indicate that a jolly time is being arranged for in the Royal City. Robert Munro, of the Canada Paint Co., and C. C. Ballantyne, of the Sherwin-Williams Co., both returned from the Old Country last week and as the trip to Montreal is a result of their invitation given at the Hamilton convention last February, they will be on hand the week of Aug. 23 to renew acquaintances.

How to Secure Tickets.

A letter will be sent each excursionist during the coming week giving instructions as to how to secure tickets. These must be secured before noon on Monday, Aug. 23, the boat leaving the wharf (foot of Yonge Street, Toronto) at 3 p.m.

Some Hardware Songs.

A sheet containing about twenty songs, some dealing with hardwaremen and the hardware trade and some being popular choruses known to all, is being printed and will be distributed on the boat. A couple of the songs are reproduced herewith to enable the excursionists to come prepared.

D. Cinnamon, Lindsay, has been doing some holidaying at his summer cottage at Sturgeon Point on the Kawartha Lakes, and writes that he expects to be in good shape for the Montreal excursion. As announced before Mr. Cinnamon is down for a song on the program being arranged for the concert on the boat and the song is expected to be so popular that he will probably have to render it again at Montreal.

Association Members Ill.

Members of the Ontario Retail Hardware Association will regret to learn that J. Walton Peart, St. Marys, one of the executive officers of the organization, is again confined to his bed. Last winter he suffered from an attack of typhoid fever and was unable to attend the convention at Hamilton. He was looking forward to being a member of the Montreal excursion party on Aug. 23, along with Mrs. Peart, but has been compelled to cancel his reservation owing to an attack of pluris.y.

Another member of the Association who will spend the week of Aug. 23 in bed, instead of enjoying the society of his fellow hardwaremen in Montreal, is Major Milton Adams, of Adams & Vandusen, Picton. Mr. Adams was formerly a traveling salesman for Lewis Bros., Montreal.

All will wish for a speedy recovery for both gentlemen and members of the excursion party will undoubtedly miss them during the trip.

PARCELS POST AGITATION.

Writing to the Secretary of the Ontario Retail Hardware Association, regarding the recent article published in Hardware and Metal on the parcels post system in Great Britain, S. R. Miles, Mason City, Iowa, ex-president of the National Retail Hardware Association, says :

"This information is very much to the point, and I can assure you that I appreciate your kindness very much in taking up this question in the manner you have. I suppose you have noted that a committee, of which, I had the honor of being spokesman, called on President Taft and Postmaster General Hitchcock, on June 14. They accorded us a very pleasant interview and I do not think you will see any reference to the Parcels Post in the President's next message to Congress, or in the Postmaster-General's report."

SCHOOL DAYS.

Nothing to do, hardware merchants,
Nothing to do, you say ?
Let's take a trip on memory's ship
Back to the bygone days ;
Sail to the old village school-house,
Anchor outside the school door,
Look in and see, there's you and there's me,
A couple of kids once more.

School days, school days, dear old golden rule days,
Readin' and 'ritin' and 'rithmetic,
Taught to the tune of a hick'ry stick,
These are the days we like to know
These are the days when friendships grow
Days we'll remember where'er we go
When we were a couple of kids.

THE GOOD OLD SUMMER TIME.

There's a time in each year that we always hold dear,
Good old summer time,
With the birds and the trees-es and sweet-scented breezes
Good old summer time,
When your day's work is over then you are in clover,
And life is one beautiful rhyme,
No troubles annoying, each one is enjoying
The good old summer time.
In hardware excursion time
In hardware excursion time
Sailing down Ontario Lake
With a crowd so fine
You shake their hands and they'l shake yours
And that's a very good sign
That they're a very jolly bunch in
The Hardware excursion time.

ADDRESS OF PHOTOGRAPHER.

A member of the association who attended the convention at Hamilton last February asks the name of the photographer who took the photo of the delegates at that time.

The address is J. W. Peacock, hardware merchant, 1026 Queen Street West, Toronto.

AN OBJECT LESSON TO DEALERS.

There is a lesson for every merchant in the experience told by a representative of a Chicago mail order house to a gathering of newspaper men. He said that the mail order business depended entirely upon advertising and that the mail order merchants took the local papers and directed their special efforts to communities where the merchants were not up-to-date advertisers. If the mail order men find any line of business in any town or city is not well advertised, he said that they flood that territory with their literature, and always with satisfactory results. He believed that country merchants could greatly cripple the mail order houses if they would advertise freely and in the right manner. He said that every advertisement should describe the articles to be sold, and state the prices.

Here is food for thought by merchants who fear the effect of mail order houses.

SAME TERMS AS DEPARTMENTALS.

The next time a customer comes into your store and tells you that he can buy one of your regular $20 refrigerators from a catalogue house for $17.25 —say to him : "All right, I will sell you this refrigerator for $17.25, providing you will do for me just what you do for the catalogue house."

Then if the customer agrees, say to him :

"First pay me the purchase price—then I want $1.90 for express charges and a half dollar for delivering to your home. I also want ten cents for an express order and postage, and—added to this, I shall have to have sixty cents, which represents the refrigerator's proportion of the taxes I pay for the support of local schools and government, and the contributions I make to local churches and worthy charities. This makes a total of $21.35, which please pay. Then I will have the back of the refrigerator split and the front badly marred—to match one I recently saw shipped from a catalogue house, due to careless packing. And to make the job complete I will deliver the refrigerator—wrapped and packed some day week after next, at which time you would get the other refrigerator, if you were to order it to-day."

If your customer does not surrender it is because his hide is bullet proof.

THE ONTARIO ASSOCIATION YELL.

H-A-R-D-W-A-R-E.
Retail Hardware men are we,
Hammers and hatchets, nails and tacks,
We're out for a good time, so don't get
H-A-R-D-W-A-R-E.

How to Follow the Progress of Business in the Store

The "Score-Book" and How it Shows the Sales and Payments That Keep the Proprietor Posted on the Conditions of Trade—A Perpetual Index to the Trade Relations With Every Customer—"Trouble-Book" to Guard Against Bad Accounts.

By John T. Wolff.

The next time you go to a baseball game, draw your attention away from the players and the contest for a moment and run your eyes over the men on the benches and in the stands. One, you will find, is indulging in the pure enjoyment of the game, applauding each sensational play urging on to victory the team that claims his favor. Another, not so demonstrative possibly, in his enthusiasm, is watching the game with enjoyment too, but he is following each play graphically on a card before him. Every move a player makes finds record there, every hit that lands safe, every base gained, every run counted.

Which of these men follows the game more closely, which man knows best the significance of each play, which man knows the elements that contributed to victory or defeat? It is the man who keeps score.

And in the game of business as in the game on the diamond, it is the man who keeps score on the results, who follows most closely the progress and the profits of his work.

In business the salesman and the customers are the players — sales are the winning points. It is with these that the business man is most vitally concerned. And of co-ordinate importance are the payments made on purchases. Every moment of the business game, the business man wants to know how these two elements stand. Of course, he can secure sum-total figures from his ledgers, merchandise accounts and records of profit and loss, but they do not show the personal factors that make up a business. Ordinary accounting books do not tell from day to day, how the business game is progressing. This is accomplished only through a customers' list—a record which gives an insight into the human phases of trade.

One of the most important records in our business is our "score book"—we call it that, for every man in the office recognizes its signficance. It stands as a perpetual index to our trade relation with every customer.

In size it resembles an ordinary trial balance book, but is provided with special rulings, each customer having one-third of the vertical space of a page devoted exclusively to his purchases and payments.

How the Score Book is Used.

Beneath the names and addresses are cross-ruled spaces for the twelve months of the year, and the totals at the bottom of each section. The year and months are printed on the left side of the sheets, the cross-rulings extending into the two sections to the right so that the printed months suffice for the three sections. To the right of the months are drawn two vertical lines, extending the length of the page and respectively headed "purchases" and "payments."

Each month, as statements are sent out the totals for each customer are entered with black ink in the purchase column opposite the month in which the purchase is made. As payments are received they are posted in red ink in the next column in the same manner.

White, for example, buys $175 worth of goods during the month of May. This amount is posted in the May section of the purchase column. Later in the month White pays $136 on account, and this amount is entered in red ink in the May division of the payment column directly opposite the entry of his purchase. Thus at a glance we note that in May, White has bought goods amounting to $175, upon which he has paid $136, leaving a balance due of $39.

In June White may buy $180 worth of goods and make a payment of $150. Both items are entered as in the preceding month. Still a glance at the book shows that White is $39 back on the May bill and $30 on the June bill, a total of $69. Knowing this, the house follows him up until the deficit is paid.

This score book serves both as a customers' list and a ready reference ledger. Duplicate copies of it go to heads of departments, who use it in watching the individual accounts, comparing sales, and in judging the work of men on the road.

To the sales manager, the score book is particularly important, for by running through its pages, he learns exactly how the month's sales and payments stand for each customer. If, by glancing down the column, he finds that White has not bought anything in the month of April, he writes the agent or traveling salesman in that locality to learn the reason why. Or, if he thinks White is buying too heavily, he has White's credit investigated. By comparing the record with the score book of the previous year, he is able to determine where sales are falling off and to learn the cause; to ginger up salesmen, whose records show a decline and likewise to give credit to those whose sales have increased.

The "Trouble Book" for Slow Pays.

When a customer has given trouble in his settlements, his name is entered in the "trouble book." This is an alphabetical list of names of such customers as have been slow in paying, with cross rulings to show the ratings, terms, credits and other information affecting them. The "trouble book" is protective in a way—it guards against selling to a man who is giving trouble.

Every order which comes into the office is carefully scrutinized. If the buyers name does not appear in the score book, his rating is looked up and, if satisfactory, he is sold. If his name is in the "trouble book" the order is watched closely.

While the store and trouble books were designed to fit the peculiar conditions of our own business, they may be readily used and adapted in any other. The score book, as a customers' list continually affords a perspective of your business, it enables you to watch carefully and intelligently the progress of the game.

PARCEL POST FOR BAHAMAS.

A convention between the Post Office of Canada and the post Office of the Bahamas for the direct exchange of close parcels by mail came into force on the first day of July 1909.

The parcel mails from Canada are made up at the Halifax Post Office, and parcels addressed to the Bahamas should, therefore, be forwarded promptly to Halifax under registration.

The rate of postage on parcels for the Bahamas is twelve cents for each pound or fraction of a pound ; the limit of weight is seven pounds, and the maximum dimensions two feet in length by one foot in width or depth.

GUIDE-POSTS TO PEACE.

To be glad of life because it gives you the chance to love and to work and to play and to look up at the stars.

To be satisfied with your possessions but not content with yourself until you have made the best of them. To despise nothing in the world except falsehood and meanness, and to fear nothing but cowardice. To be governed by your admirations rather than by your disgusts, to covet nothing that is your neighbor's except his kindness of heart and gentleness of manner. To think seldom of your enemies, often of your friends, and every day of Heaven, and to spend as much time as you can, with body and spirit, in God's out-of-doors. These are little guide-posts on the footpaths to peace.

—Henry Van Dyke.

New Uniform Bill of Lading Coming Into Fffect

Railway Commission Approves New Form—Win for Shippers —Comes Into Force October 1 Next — Committee's Harmonious Work.

On October 1 next a new and uniform bill of lading will come into effect in Canada, which it is believed will fairly well satisfy the shippers of the Dominion, who have had cause for complaint in the past.

The Board of Railway Commissioners at its sitting in Ottawa on July 15, took up the matter of the complaint of the Canadian Manufacturers' Association, respecting the terms and conditions of carriage embodied in the bills of lading of the railway companies. The Manufacturers' Association was supported by the Bankers' Association and various boards of trade.

Counsel representing the Grand Trunk, Canadian Pacific, Canadian Northern and Michigan Central Railways were present, and the sitting was presided over by Hon. J. P. Mabee, Chief Commissioner. He was assisted by Commissioners D'Arcy Scott, Hon. M. Brenier, and S. J. McLean.

The commission heard the complaint and after considering the draft forms of the bills of lading, agreed upon by the committee of shippers and railway representatives to overcome the difficulties, alleged and acknowledged, set their approval by ordering that the two forms of bill of lading for use in Canada be approved, and that they take effect on October 1 next.

The differences between the carrying companies of the Dominion and the manufacturers and shippers of the country are of long duration, and the culminating point may be said to have been reached a year ago, when at the suggestion of Chairman Mabee that the shipper and carriers should get together a number of semi-public bodies, decided to take action. The Canadian Manufacturers' Association took up the matter, and at a meeting of board of trade representatives held at Toronto, a committee of shippers was appointed to try to remedy the existing state of affairs by striving for the enactment of a simple and uniform bill of lading for the whole Dominion. The railway companies were not averse to discussing the question, and a number of conferences were held. The work of the committee throughout was of a harmonious character, and all parties worked for a shipping bill which would meet the approval of both the railway companies and the shippers. The text of the forms was agreed upon months ago, but only now has the Railway Commission set its seal of approval upon it.

"A"

Form of Order Bill of Lading approved by the Board of Railway Commissioners for Canada.

Order No . . .
Shipper's No . .
Agent's No . . .

ORDER BILL OF LADING—ORIGINAL.

RECEIVED, subject to the classifications and tariffs in effect on the date of issue of this Original Bill of Lading, at . . . . . 19 . . from the goods described below, in apparent good order, except as noted (contents and conditions of contents of packages unknown), marked, consigned and destined as indicated below, which said Company agrees to carry to its usual place of delivery at said destination, if on its road, otherwise to deliver to another carrier on the route to said destination. It is mutually agreed, as to each carrier of all or any of said goods over all or any portion of said route to destination, and as to each party at any time interested in all or any of said goods, that every service to be performed hereunder shall be subject to all the conditions, whether printed or written, herein contained (including conditions on back hereof) and which are agreed to by the shipper and accepted for himself and his assigns.

The surrender of this Original ORDER Bill of Lading properly indorsed shall be required before the delivery of the goods. Inspection of goods covered by this Bill of Lading will not be permitted unless provided by law or unless permission is indorsed on this Original Bill of Lading or given in writing by the shipper.

The Rate of Freight from . . . . . to . . . . . is in Cents per 100 lbs.

If Special per. . . . . .

If Timed	If	Class	If	Class	If	Class	If	Class	If	Class	If	Class	If	Class	If	Class	If	Class	If	Class

(Mail Address—Not for purposes of Delivery.)

Consigned to ORDER OF . . . . . .
Destination . . . . . Province or State of . . . . . County of . . . . . .
Notify . . . . . .
At . . . . . Province or State of . . . . . County of . . . . . .
Route . . . . . Car Initial . . . . . Car No . . . . . .

No. Packages.	Description of Articles and Special Marks	Weight. (Subject to Correction.)	Class or Rate.	Check Column.

If charges are to be prepaid, write or stamp here, "To be Prepaid."

Received $ to apply in prepayment of the charges on the property described hereon.

. . . . . Agent or Cashier.

Per . . . . . .

(The signature here acknowledges only the amount prepaid.)

Charges Advanced:

$ . . . . .

. . . . . Shipper.

Per . . . . . Agent

Per . . . . .

(This Bill of Lading is to be signed by the shipper and agent of the carrier issuing same.)

Form "B" differs from form "A" above in that " 'straight' bill of lading" is substituted for " 'order' bill of lading" in the heading, and the second paragraph is omitted. There is this difference, too, while the "order" bill is negotiable, the "straight" bill is not.

From the Shippers' Standpoint.

The new bill differs from the old forms in that the latter, according to the shippers, was made by the carriers for the carriers, while the former is devised by the carriers for the shippers. The new bill is simple, containing but 11 sections as against 27 in the old bill. The two forms are worded almost alike, one being for consignments "to order," and the other for "straight" consignments. The shippers gain an important point in that the new bill makes the railways responsible for loss or damage through negligence in transport or delivery. It also makes the initial carrier responsible for shipments of goods to destination, even though the consignments have to pass over other roads in Canada, or over United States or other foreign roads with which there is a joint tariff arrangement. There are as well some minor additional obligations placed on the carrying companies.

The new bill compares favorably with the uniform bill of lading approved by the Interstate Commerce Commission of the United States on June 27, 1908, in that the carrier there is responsible for goods while in transit over its own line only. There are ten sections in the U. S. uniform bill of lading. In general the Canadian bill is based on the form used in the United States.

How the new bill will be received by shippers generally it is yet too early to conjecture, but the various members of the committee interviewed on the subject, stated emphatically that they were well pleased. Much of the credit for the putting through of the bill is due to Jas. E. Walsh, transportation manager, Canadian Manufacturers' Association; Peleg Howland (of H. S. Howland, Sons & Co.), chairman, and C. B. Watts, president Dominion Millers' Association, vice-chairman, transportation committee of Toronto Board of Trade; F. G. Morley, secretary Toronto Board of Trade; Hugh Blain, of Eby, Blain Co., and the other members of the committee.

The Whitten Co., Bracebridge, which succeeded James L. Fenn & Co., a few months ago, are doing a large business, particularly in cement for public works.

HARDWARE AND METAL

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Limited

JOHN BAYNE MACLEAN - President

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SEASONABLE SELLING SUGGESTIONS.

August is a month when farmers are usually too busy to come to town, but if special efforts are made to induce the wives and daughters of farmers to buy good results should follow.

To do this, articles which appeal particularly to women should be prominently displayed, and as the farm women will be apt to want to do their business quickly, all goods advertised for special sale should be plainly marked with the price so that there will be no time lost in making sales.

The hardware merchant usually has some lines of summer goods which ought to be cleaned out in August to make room for fall stock. Hammocks, fly screens, and even lawn mowers, ice cream freezers, etc., can be disposed of this month if a special sale is advertised and prices plainly quoted. Kitchen furnishings, preserving kettles, gem jars, fruit presses, etc., are also good lines to be used as leaders to bring the women to the store.

This suggestion applies particularly to August, but it is equally applicable to any other season of the year. Get the women to look upon your store as the place where they can have their wants filled promptly and at prices which are marked in plain figures. Create a feeling of confidence and you will win their trade.

And in marking prices in plain figures do not be afraid of your competitor. If he is a live man he already knows what prices you get for the goods you sell, while if he is one of the unprogressive kind go ahead with your business on modern lines and pay no attention to him other than to see that you treat him fairly and do not give him reason to start a price-cutting war.

A UNIFORM CIVIC HOLIDAY.

The Chatham Daily News, commenting upon the civic holiday celebrated at that city on August 9, endorses a suggestion recently made by this paper that one day be chosen by all municipalities proclaiming a civic holiday.

As has already been pointed out travelers for wholesale and manufacturing concerns are put to a great deal of annoyance and expense by visiting a town or city to do business, only to find on their arrival that the day has been set aside locally as a holiday.

At the present time civic holidays are celebrated from the first Monday in August to the last of the month, and there is no system of letting non-residents know what day is selected. Not only are travelers subjected to annoyance, but country merchants visiting Toronto, Hamilton, London, Ottawa and other cities, also find the business places closed unexpectedly.

Why cannot the Commercial Travelers' Association take the initiative in bringing this matter to the attention of the Dominion Government with the object of having legislation passed to the effect that any municipality desiring to celebrate a civic holiday shall select a given day—say the first Monday in August, midway between Dominion and Labor days. The travelers will undoubtedly receive the backing of the various retail associations, if they take action along this line.

IMPORTANCE OF THE RETAILER.

The following extracts from the address of President A. T. Stebbins, at the Milwaukee convention of the National Retail Hardware Association are interesting in bringing forward arguments showing the importance of the retail hardware merchant, the third member of the trinity of manufacturer, jobber and retailer:

"If there is one thing to be desired more than another in the future work of the National Retail Hardware Association it is to form still more friendly relations between the manufacturer, jobber and ourselves. I think we have failed, in part at least, to impress upon either the manufacturer or jobber the importance of the retailer in the matter of the distribution of goods. They are wont to forget the fact that there are upwards of 25,000 retail hardware merchants in America laboring in season and out of season 365 days in the year, that the manufacturers and jobbers may live, prosper and enjoy the blessings of life.

"The manufacturer makes his wares and they must be sold. The cost of selling a single line forbids that he send his salesmen all over the country to dispose of his manufactured products; hence he seeks the jobber as the one who can most economically collect the various lines that go to make up a complete assortment of goods and distribute them. So far, so good, but has the manufacturer in making his contracts with the jobber taken the retailer into account as he should? Has he sufficiently considered the importance of the retailer in the transaction, and his rights in the matter of prices, etc.?

"The jobber quite naturally makes the most of his opportunities with his friend, the manufacturer. They hold their conventions at the same time and place, exchange greetings, and legislate so as to better their conditions. It has recently become the privilege of the retailers to be represented at these meetings, and therein appears a bright ray of sunshine and hope that the getting together and promoting more friendly relations may result to the good of all concerned."

NEW BILL OF LADING.

An announcement which will be hailed with delight by the manufacturing and business community of Canada is one made this week by the Canadian Board of Railway Commissioners to the effect that they have approved of the two forms of the new bill of lading. The text of the bill was agreed upon some months ago by a committee representing the manufacturing, railroading and shipping interests. Many conferences were held before an agreement was reached, but the final draft was considered the best for all parties.

The new bill is simple. It contains only 11 sections as compared with 21 in the old bill. An important point is this: That it imposes on the carrying companies additional obligations; making them responsible for negligence in transport or delivery; and it also makes the initial carrier responsible for a consignment of goods to destination, even though the goods pass over other lines in Canada; or the goods are handled by U. S. or other foreign companies with which there is a joint traffic arrangement. This is a great gain for shippers, because the old bill was made by the carriers for the carriers; while the new bill is practically made by the carriers for the shippers. Instead of the carrier when answering a charge of negligence simply stating that it had done its duty, it must now under the new bill prove that the loss was through no fault of the carrier or its agents. The bill comes into force on Oct. 1.

MANITOBA MERCHANTS FIGHTING AGAINST DEPARTMENTAL STORE SCHOOL BOOKS.

Profiting by the experience of Ontario merchants the retailers throughout Manitoba have got busy and headed off a proposition to give the contract of printing the school books of the province to the big departmental store which secured the contract for printing school books in Ontario for the next ten years.

It becoming known that tenders were to be called for on August 2 for printing Manitoba's school books for a term of years, a meeting of merchants was called at Winnipeg, and action taken to arouse the retailers throughout the province to the necessity of preventing the contract going to a departmental store concern, a petition being sent to every town to be signed by every local merchant.

Interest was at once aroused and so many fully signed petitions were received by the members of the Government that it is understood that the Premier has given assurance that no departmental store will be allowed to tender for the work.

The petition referred to reads:

To the Hon. R. P. Roblin, premier, and members of the Executive for the Province of Manitoba:

Your petitioners humbly show: That the retail business all over the province is convenient and essential to the welfare of the people of Manitoba.

That the retail business is a necessary and legitimate branch of trade.

That during a considerable portion of the year a large section of the people depend on the retail merchants for their support, furnishing them with necessary supplies of every description, frequently on much needed terms of credit, inseparable from the conditions of a new country.

That the departmental store is a development of an unnatural excrescence on the retail business.

That unless this development is stopped, controlled or regulated it will ruin the legitimate retail trade and destroy the business fabric on which the people so largely depend.

That departmental stores pay no taxes outside of the municipality in which they are located.

That the Dominion Government's postal system affords facilities altogether too favorable to the building up of departmental stores.

That a Government contract to supply school books to the children of Manitoba, if given to a departmental store, would be a discrimination in its favor, and against the legitimate retail business; vicious in principle, and destructive to the established channels of trade.

That such a contract would place advertising material and books bearing the imprint of the departmental store in every home in the province where children attend the public schools, and would be an immensely valuable franchise to the departmental store, and correspondingly injurious to the local retail merchants in every branch of business.

That, if for lack of legitimate profit in handling school books, the retail trade throughout the country are forced to give up handling them, and the pupils are unable to procure their books locally, it will upset the whole educational programme at the commencement of the school term.

That the retail trade pays a large share of the taxes of every municipality, and are entitled to protection against unfair competition.

That the influence of the retail trade is substantial and far reaching.

That the retail trade looks to the Government of Manitoba to do it justice, and refuse to consider tenders from departmental stores in awarding the contract for the supply of books for the schools of the province.

And your petitioners will ever pray.

THE U. S. TARIFF BILL.

The new United States tariff, which, after many months of discussion, has secured the approval of both Congress and Senate, and is now ready for final adoption, has no special features of interest to the Canadian metal and hardware trade, except the reduction of the import duty on iron ore from Canada from 40 to 15 cents per ton, and some possible advantage to Canadians on exports of scrap metals to the United States. Regarding the new tariff the Iron Age says:

"In the iron, metal and allied industries the immediate effect of the passage of the Payne-Aldrich tariff bill will not be important, always excepting some comparatively smaller branches. In the great staple lines prices in this country and abroad are such that foreign competition may be disregarded as to the greater part of the country. On the Pacific slope, being most exposed, foreign makers will secure advantages, but the tonnage concerned is relatively small. When really important orders are involved domestic producers on or near the seaboard or in the Chicago district may be expected to make sacrifices to hold the business, and in that would probably be supported by the large transportation interests.

"Looking to the broader aspects of the situation created by the passage of the Payne-Aldrich bill, so far as they involve possible developments, the salient point is that the reductions in the metal schedule will cut off a part of the high peaks in prices reached in boom periods. The importations of iron and steel in normal times have not for many years been large, when compared with our domestic consumption. It has only been during booms that the purchases of foreign raw materials and finished products have been important in quantity. It is true that transactions in small quantities may often affect, apparently quite out of proportion, the course of markets and of values. But it is true, too, that the very high prices quoted and paid in boom times apply to relatively small quantities. They create a very fallacious impression as to the profits realized by manufacturers and usually leave behind a trail of always distressing and sometimes disastrous readjustments. The lowering in the duties on iron and steel will in future act earlier in checking unusual upward movements, which the majority of those who are engaged in the iron industry as a lifework have always deplored.

"Improvements in the metallurgy of iron and steel, and particularly greater economy of fuel, and the utilization of waste products have had the effect of creating more favorable conditions for tidewater works both in this country and abroad. The duty on iron ore has been one factor so far as our Atlantic coast is concerned, although only one factor. The prestige of Pittsburg and the lake cities has been a very much more powerful deterrent to investing capital in coast iron works. But while it is being understood more and more that low costs may be reached, quite apart from any duties on raw materials, there is little doubt that the lowering in the duty on iron ore will stimulate courage and may lead to an earlier development of important tidewater iron industries."

FORMING PARTNERSHIPS

Forming a business partnership is the next thing to getting married. Unless there be mutual respect and compatibility of temper, the daily friction between uncongenial natures not only produces discomfort, but materially detracts from the working capacity of the firm. A man's professional standing is as seriously affected by the mere fact of having a partner of shady reputation as his social position would be compromised by the bad character of his wife. Outside of the matter of mental equipment and general business aptitude, the purely personal qualities and attributes are of the utmost importance, and can never be safely ignored when a proposition to enter a co-partnership is under advisement.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Turpentine—Advanced 3c.
Linseed Oil—Drop of 1 cent.

Toronto.

Linseed Oil—Drop of 1 cent.

MONTREAL.

August 13.—Active trade is reported in all lines with the exception of lead. There is a good tone to the markets, but prices, despite the fact that the primary markets have shown advancing figures, are unchanged. Inquiries are good both for tin and copper, and booking for fall requirements continues to show the improvement noted last week. With the firmer primary markets greater interest has been taken in the situation locally, and there is no doubt that a lot of business would be influenced by advancing figures.

Jobbers and first hands look forward to a strong fall demand. Not only will there be the question of winter requirements, but it is expected that a great amount of metal will be required for immediate necessities. Up to now there has been no difficulty in supplying metal, but a strong demand in the fall may alter that. Users who are considering the amount of metal they will need to carry them through the fall, and part of the winter, and who are thinking of placing their order soon, are wise.

PIG IRON—Business continues good, and contracts for fall delivery come in steadily. Canadian furnaces are well employed, and prices are firm. Imported pig is selling well at the following prices: Imported pig, Clarence, $16.75 to $17; Middlesboro, No. 3, $16.50 to $16.75; Summerlee, No. 1, $19.75; No. 2, $18.75 to $19.25. Cleveland warrants are a shade higher than last week. Exportations from the Old Country are good, and the domestic demand better. There is an encouraging tone to the markets, and prospects look brighter than they did. Iron and steel in the States continue to show an upward tendency. Many lines actually advanced, while others are very firm. The total volume of business done has been large for the time of the year, and mills are well filled with orders for a couple of months or so. Altogether pig iron and steel are in good shape.

TIN—Although tin has shown an advance in the primary markets during the week there has been no change in local jobbing quotations for ordinary lots. Orders have been good, and users seem to be taking more interest in the markets again. In the primary markets there is a growing confidence in the future of tin.

COPPER—Although copper seems to be showing improvement in New York, there has been no change in jobbing prices locally. Plenty of metal went out during the week, and inquiries seem to show that a stronger buying movement is extremely probable. Consumption has improved in the States, and with higher figures in the English market, a better feeling is manifested in New York. There is, however, no strong feature to record, and the future of copper is still a matter of uncertainty.

SPELTER—Spelter is very firm at $5.75. The demand is good, and the market is very bright in tone. The English market has been active with good inquiries from galvanizers due to the open market in galvanized sheets inducing more business. St. Louis market is also very strong, and has started a series of advances again.

LEAD—Lead is the weakest metal of the week. Primary prices have sagged again, but local prices, while somewhat weak, have not followed suit. The price for imported is still $3.50 with Trail $3.40. The local trade is not so very dull, but the weakness in figures keeps back a lot of business that would otherwise be placed.

TORONTO.

August 13.—Quite a spirited order demand exists for almost all metals. Iron keeps on improving, and copper and tin are strong in the primary markets, though whether this is due to speculation or real business it is hard to judge at this distance. Lead is said to be stronger locally and throughout the province, though one dealer said he was turned down when he quoted lower than the market on a fairly large-sized lot.

Old materials are firm and good trading is being done in all lines. The better class of rubber is in demand and dealers are paying a high price. Brass and copper are selling well, and old iron is steady. Whether or not the reduction in the U. S. duty from $4 to $1 a ton on old metals will help traders in Canada local metal men are unable to say, for while the lower duty certainly looks helpful there are so many other things in the way of freights, competition with other markets, etc., to be considered that until dealers have given the iron-consuming industries across the line a trial shipment they do not wish to be quoted as saying there would be a gain.

Blast furnaces are increasing. Last Monday the Atikokan plant at Port Arthur re-opened, and is running day and night. From London, Eng., advices received state that large orders have been placed in Scotland for fire-clay bricks by a number of Canadian iron companies. The Eastern plants report large outputs of pig iron, and manufactured lines, too, show advances. The Soo is building a structural steel mill this week, and the Nova Scotia and Dominion plants propose erecting similar shops.

PIG IRON—Prices continue firm with increasing trading going on. The output of the mills is easily 30 per cent. better than last December, and is increasing every month. Some of the plants are running at capacity with day and night shifts. No. 2 Canadian foundry still holds at $19.25 as a market price, and imported lines are a little higher, No. 3, Middlesboro, $19.50, and Cleveland, $20.

COPPER—The situation is uncertain in both London and New York. Prices there are very firm with an inclination to advance, but fear is held that there is a speculative element trying to force up prices unnecessarily. This has not made for a strong market, locally, though there is a splendid trade passing. On the whole copper is in a better position than even a month ago. Quotations remain unchanged, 14½c and 14c being the prices for lake and casting ingots.

LEAD—Conditions are contradictory. The market shows strength and the quotations is unchanged at $3.60 for imported, though one dealer says he was passed by when he offered a lot below this figure. Sales are better and orders larger than earlier in the summer. Trail lead is around $3.50.

TIN—Some good business has been done in tin, but ,like copper, fear is expressed that speculation is indulged in in the primaries. This has kept the price at 32½c, the quotation prevailing for some time past, though it must be said the metal shows strength.

SPELTER—The market price is yet $5.75 and good business is being done.

SHEETS AND PLATES—Steady trading has been going on at unchanged figures. Stocks are fair and demand is satisfactory.

OLD MATERIALS—Without changing quotations there is much strength to the old metals situation. Stocks are not so high and orders are depleting lines held for some weeks. The better grades of rubber are wanted, and demand is made for old iron lines particularly. Dealers are paying for old lines as follows: Heavy copper wire, 11¼c; light copper bottoms, 10c; heavy red brass, 10¼c; heavy yellow brass, 8¾c; light brass, 6½c; tea lead, 21c; heavy lead, 3c; scrap zinc, 3½c; No. 1 wrought iron, $10; machinery cast scrap, No. 1, $14; stove plate, $12; malleable and steel, $8; old rubbers, 7¾c.

CANADIAN METAL NOTES.

The exports of copper from British Columbia to the United States during the first six months of this year amounted to 19,635,036 pounds. During the same period last year 12,436,925 pounds were exported.

The Moose Mountain Iron Mines Co. are considering improvements at the mine. A recent sample of ore tested at Kingston ran 80 p.c. with the use of a compressor. At present the ore runs only 54 p.c.

The mountains to the north of Burrard Inlet, near Vancouver, are heavily mineralized with copper, according to a report recently submitted by a mining engineer.

Canada stands seventh as a copper-producing country. Last year 25,305 metric tons were mined here. The world's production amounted to 765,271 tons.

Pres. McElroy of the U. S. Horse Shoe Co., will investigate the iron conditions in the country about Port Arthur.

Dr. Haanel, Director of Mines for Canada, states that the iron ores of Ontario and Quebec are practically the same as those in Norway and Sweden, and can be treated profitably by electric smelting plants.

HARDWARE MARKETS

MONTREAL.

August 13.—Trade continues good for August. General sorting up orders are coming along steadily, and the whole tone of the market is strong. Travelers report that dealers generally are confident of a strong consuming demand in the fall, and are looking forward to great business. Bookings for fall lines are improving, but it is evident that fall trading with the jobbers will be of the immediate delivery description. The hay crop in Quebec is not up to average but it is hoped that this will not affect the buying of the farmers.

A good demand has sprung up for cutlery and plated ware, while the sale of automatic rifles of various kinds has improved. The cut in shovels seems to have stimulated the demand, and some good orders have come in. The demand for builders' hardware steadily grows, while general household lines are in fair request. The Northwest continues to be a good buyer of enamelware. There is no change in prices reported. Until jobbers are through with old stock they do not intend apparently to increase the price of wire. Bolts and nuts are firm.

BUILDERS' HARDWARE—The demand for builders' hardware is steadily improving and heavy fall business is anticipated. The market is firm, and unchanged. Lock sets, escutcheons, bolts and butts are prominent sellers.

FALL LINES—Booking has improved in the early fall lines, but the movement is still far from strong. Orders are coming in for sleigh bells, lanterns, burners, cross cut saws, axes, halters, and cow ties. There is a good sorting up demand in apple parers, and maslin kettles. The Northwest is a steady buyer of enamelware, and has been for some time. Household goods such as carpet sweepers, wringers, mops, pails, granite and tin ware, are in good demand.

MINERS' SUPPLIES—Orders are coming in steadily, but there is little character to the market. Prices are unchanged. We quote: Miners' picks, 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS—The demand for bolts and nuts continues in good shape, and it is evident that dealers are experiencing a strong consuming call. The market is stiff, and we quote: Discounts on carriage bolts, ⅝ and smaller, 70; machine bolts, ⅝ and less 60, 10 and 10; coach screws, 75; stove bolts 80 and 7½c.

SCREWS—The market keeps firm under a good demand. We quote: 85 and 10 off for flat and round head, bright; 75 and 10 off for flat head brass, and 70 and 10 for round head, brass.

SPORTING GOODS—Bookings for guns, cartridges and sporting knives have improved, and the season promises to be a good one. There has been a marked improvement in the sale of automatic rifles. Canvas coats, vests and gun covers are firmer in price, canvas having advanced. Skates are beginning to move. Other lines are quiet.

SHOVELS—The cut last week seems to have stimulated trade, as jobbers report better orders in these articles. We quote: First and 2nd grades of spades 60 and 2½, 3rd and 4th, 50 and 2½. Scoops, 1st and 2nd grades, 50 and 5, 3rd and 4th, 45 and 5.

WIRE—No advance as yet has been made in wire lines by the jobbers, and we continue to quote: Barb wire, car lots and mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots f.o.b., Montreal. Coiled spring fencing, $2.30; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.25 base. Other lines $2.30 f.o.b., Montreal.

TORONTO.

August 13.—There is a slight lull in buying this week, but trading is by no means inactive. Orders are fairly free, though calls are for small quantities of stock. Shelf goods, principally, are the asked-for lines, showing a tendency on the part of the hardware men to fill up the blank spaces. Sporting goods, builders' tools and the smaller farm implements are the other wantable lines.

Fall trade is developing and inquiry increases every day. Business is expected to hold good right up to the end of the year. Prices are firmer, though unchanged. The country is awaiting the result of the garnering of crops in the west. Indications are that it will be the best season the country has ever experienced. This will undoubtedly count for good business later on.

HARVEST TOOLS—There is a first-rate demand on country hardwaremen for smaller farm and garden implements and tools. Farmers appear to be buying only for immediate needs, and leaving until after the harvest a number of articles that otherwise would be asked for now. Crops are looking well in both the settled and newer parts of the country and no doubt farmers will have money to spend this fall on various things wanted about the farmhouse and farm. Country orders are just a little light at present.

BUILDERS' HARDWARE— Locally builders' hardware and tools are very active. Outside points are quiet, except in those centres where building has been brisk of late. In Toronto a number of fancy builders' hardware articles are shown. Wall safes are new, and glass-handled door knobs are attractive and fair sellers for the better class of residences. General building tools are selling well in single articles. Prices firm.

HOUSEHOLD GOODS — There is somewhat more life to demand for household goods. Preserving articles and fruit parers and crushers are the most active, and there is some little trading in carpet sweepers, and those newer cleaners. Every day some improvement is noted. Evidently the summer holiday season is approaching an end.

HEAVY GOODS—Iron rivets and roofing clamps are stronger this week. Nails, bolts and nuts, pipe, rods and bars are as prominent as ever. Prices across the border have tightened on all these lines and it was thought the advances would be followed here. They have not, however. Good business is being done, particularly here in Toronto, where some good structural steel orders have been placed.

SPORTING GOODS — Boating supplies received an impetus during the past week. Oar locks, rope clamps, standard holders and articles of like nature sold well, not only locally, but in some of the larger towns of Ontario where aquatic sports hold sway. Guns and ammunition have improved over a week ago and baseball and other outdoor sporting goods continue steady. Bowling and cricket outfits with lacrosse goods have been fair.

U. S. METAL MARKETS.

New York, Aug. 12.—The Iron Age says: "Interest in the pig iron markets has been shifting toward the central west lately, although the week has been eventful, too, in the east. While the reports that steelmakers in the Pittsburg and Youngstown districts have bought some large blocks of valley iron are exaggerated, some important sales have been made and others are under negotiation. There has been a broadening of the markets throughout the territory west of the Alleghanies and east of the Mississippi in foundry and malleable irons, and probably a considerably larger business would be going were it not for the fact that many sellers have been advancing their prices rather rapidly, particularly for deliveries during the next year. Blocks of southern foundry iron in merchants' hands have been coming out at $12.50, Birmingham, from week to week and each of them is heralded as the last. There has been some buying of Scotch and Middlesboro' warrants by American merchants abroad, partly on the chance that better prices here may encourage an advance there and partly to be in a position to import iron. Scotch iron is offered here c.i.f. at 60 shillings, which, with the new duty, would be equivalent to a shade under $17.25. Even taking into account the preferences of buyers for American brands and the additions to parity which must be made by the importers, this is not far from the point at which foreign iron could be profitably sold at New England points."

U. S. IRON TRADE.

Cleveland, O., Aug. 12.—The Iron Trade Review says: "In all respects the iron and steel industry appears to be making consistent progress. New business at present is not so heavy as it was because the needs of the large consuming interests have been well covered, but where the mills show any disposition to let down the bars on extended deliveries, which is exceptional, buyers are quick to take advantage to their opportunity. Many of the mills have pursued a conservative policy as to booking forward contracts and it is evident that there is still considerable tonnage to be taken, especially in the fourth quarter.

"Specifications are very heavy in most lines of finished and semi-finished material, with the result that deliveries are becoming more delayed, ranging from five to six weeks in some grades of sheets, plates and shapes, with the large makers. Steel bar shipments are also showing the effects of the heavy orders, being regularly entered on mill books. Raw steel continues much in demand with the mills conserving any surplus supply and asking higher prices when disposed to sell. Sheet bars are difficult to obtain and there have been instances of forced buying by some makers from other mills, of plain sheets for the highly finished products. Rail conditions are gradually improving and the present interest of the railroads in the general market may be stated as one of moderate but steady buying. Labor troubles are less disturbing. The Pittsburg market shows much interest in steel-making pig iron, as sales of 25,000 tons have been made and 150,000 tons are pending."

CANADIAN ASBESTOS SITUATION.

Montreal, Aug. 10.—An encouraging report on the asbestos situation has been issued by J. S. Diller, in the United States Geological Survey. The report shows how far advanced Canada is over the neighboring Republic as regards the production of asbestos.

The total output of refined asbestos in the United States was $19,624, as compared with $11,889 in 1907. The main source of raw material continues to be Canada, whence came all but $1,646 worth of the imports into the United States in 1908, valued at $1,068,322. Much over half of the asbestos exported by Canada came to the United States. The United States leads all other countries in the manufacture of asbestos products.

The asbestos trade suffered little in the recent depression, and though the outlook for the coming year is for lower prices on the lower grades of material, high-grade crudes and fibres will probably remain at the present prices. The whole industry is better established now than ever before, and with stable trade conditions should greatly increase in volume.

The Montreal Herald says the Bell Asbestos Mines Company has no longer a working arrangement with the Amalgamated Asbestos Corporation. This company was not strictly a part of the recent merger, though a contract had been formed by which the production of the property over and above the manufacturing requirements of the Keasby and Mattison Company, manufacturers of asbestos, products would be controlled by the Amalgamated corporation.

It is this contract, it is believed, that has been cancelled, though for what reason cannot be learned at the moment.

Don't expect the clerk to take more interest in the business than you do yourself.

HARDWARE TRADE GOSSIP

Ontario.

Steel range peddlars are operating at Carleton Place.

J. A. Dupuis & Co., tinsmiths, Cryster, have assigned.

Hodson & Payne are to open a hardware store at Bloor and Markham Sts., Toronto.

It is said that James Ross, Cannington, is to establish a fourth hardware store at Oshawa.

B. N. Hazlett, advertising manager of the Martin-Senour Paint Company, Chicago, was a visitor in Toronto last week.

The Onward Manufacturing Co., Berlin, are to make a display of their sliding furniture shoes at the Toronto exhibition.

N. A. Wylie, sales manager of the Kemp Manufacturing Company, Toronto, has returned from a trip to the Old Country.

H. T. Eager, Toronto representative of Wood, Vallance & Co., Hamilton, is enjoying his vacation on the shores of Georgian Bay.

W. J. Robinson, bookkeeper for M. S. Madole, Napanee, for the past ten years, left last week for Carmangy, Alberta, where he will open a hardware store.

J. B. Reade, sales manager of the Kennedy Hardware Co., Toronto, is spending a two weeks' vacation with his brother about Cornell University, at Ithaca, N.Y.

Work has been begun on the new warehouse being erected at Fort William for Fife & Co. Heavy hardware and supplies will be carried. The building will cost $20,000.

Henry Comell Hilborn, aged 66 years, for many years a resident of Berlin, died there on August 9. Mr. Hilborn was a member of the firm of Clare Bros. & Co., Preston, stove founders.

McDonald & Wilson, Toronto, dealers in electrical supplies, have been granted a permit for the erection of a five-storey and basement building at 12 Queen Street East, that city, to cost $25,000.

Employes of the Sherwin-Williams Co., Montreal, held their 9th annual picnic last week, when the steamer Boucherville carried over 550 to the Isle Gros Bois. The weather proved fine, and with various athletic contests and other games a most enjoyable day was spent.

paint news

The works of the Standard Chain Co., at Sarnia, were closed last week. It is not the intention of the company to reopen the plant again. A few years ago the promoters of the company received a bonus of $12,000 from the town to establish a Canadian branch of their Pittsburg, Pa., chain-making industry. The plant had been kept running since its inception, but had never been a paying investment, and the gentlemen interested have decided to close it out. It is said that the company since locating at Sarnia had dropped in the neighborhood of $50,000. It is the intention of the company to pay back to the town the sum of $12,000 which was given them as a bonus.

Quebec.

J. R. Durand, dealer in tinware, at Berthierville, has assigned.

William H. Evans of the Canada Paint Company, Montreal, with Mrs. Evans is on a visit to Prout's Neck, Maine.

Western Canada.

W. J. Griffin, hardwareman, Shoal Lake, Man., is succeeded in business by C. W. Miller.

H. A. Hunter, of the W. B. Marshall Hardware Co., Medicine Hat, has returned after spending several months at Orangeville, Ont.

Three-fourths of the sheet metal workers of Winnipeg, numbering 175 mechanics, improvers and helpers, are on strike for an increase of wages.

Harry S. Price assumes the manageship of the Ashdown Hardware branch at Calgary, the latter part of August, having sold out his business in Boissevain, after some 10 or 12 years of successful trading.

H. S. Merrill, of Antler, Sask., has purchased the hardware business of Johnson Bros., Redvers, Sask. Mr. Merrill was, until a few months ago, of the firm of Merrill Bros., Antler, in the same line of business.

S. M. Kelland & Co., Delisle, Sask., have sold their hardware and implement business to K. Lee and T. Thomilson. Included in the transfer are the agencies for the Massey-Harris Co., the J. J. Case Co., and The McLaughlin Carriage Company.

The tender of the Miler-Morse Hardware Company, Winnipeg, has been accepted for the supply of wire fence and transmission line right of way. The gates to be used in fencing the power contract cal's for 2½ cents per rod for the fence and for each gate $5.30.

OPENING FOR CANADIAN HARDWARE.

Ottawa, Aug. 10.—The Canadian Government trade agent at St. John's, Nfd., reports an opening for the Canadian hardware trade in that colony. The imports in that line from Canada and Great Britain show a falling off, while from the United States they are stationary.

Chas. M. Schwab, President of the Bethlehem Steel Co., recently inspected the Dominion Iron & Steel Co.'s plant at Sydney. He thought it a "magnificent" plant, and will duplicate at Bethlehem the duplex process of making steel inaugurated at Sydney. The duplex is a combination of the Bessemer and open-hearth processes of making steel.

HARDWARE MEN IN UNIFORM.
No. 8.

The hardware business does not necessitate one foregoing the pleasures and enlightenments of other organizations. This is exemplified by the subject of this sketch, Sergeant-Major Jack Cowan, of the Third Field Co., Canadian Engineers stationed at Ottawa.

The Sgt.-Major is one of Ottawa's best known hardware men and for eight years has been secretary of the Ottawa Retail Hardware Association which position he has filled with credit to himself and to the Association. He first took up military life about twenty years ago by joining the Bugle Band of the Governor-General's Foot Guards, and on leaving for Kingston to serve his apprenticeship as machinist became connected with the Bugle Band of The Fourteenth Regiment in the Limestone City. Later he returned to the Capital.

Sergt.-Major Cowan, Ottawa.

At the formation of the Engineer's Corps in Ottawa he was one of the first members and from "sapper" has risen in the ranks steadily and solidly to the present post of Sergeant-Major which he has held for the past year. In all affairs pertaining to the Company Sgt.-Major Cowan has taken a deep interest and his ever readiness to assist a laudable movement makes him a popular officer with the men.

The Engineers have a weekly shoot at the Rockcliff Rifle Ranges and the Sgt.-Major has on several occasions "made good" and secured thereby some sterling silver spoons.

His hardware experience dates back fifteen years when he started with Grant Bros., on the corner of Sparks and Bank streets where he remained seven years after which service he launched into partnership with Claud Wiltsie assuming as the firm name "The Ottawa Hardware Co." This company has enjoyed gratifying prosperity throughout its eight years of history and its future is one of optimism. Considerable business is done with contractors and tradesmen with whom the company has strong connections.

Sgt.-Major Cowan is a good business man and a "good fellow" all around. He was winner of a recent progressive euchre contest held by the Retail Hardware Association and is now the proud possessor of a beautiful mahogany chair.

HARDWARE LETTER BOX

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

GOLD COIN PAINT—Tweeddale & Co., Fredericton, ask the name of the makers of "Gold Coin" paint.

Inquiries made among the paint manufacturers and jobbers of Toronto brought the information that this brand of paint was unknown to them; and the statement was made that "Gold Coin" must be the name of a private brand of some paint jobber, such as "Gold Medal" lead put out by J. W. Paton, Toronto. —Editor.

WOOD MANTELS. — Geo. Whyte, Sydney Mines, N.S., asks for information regarding the manufacturers of wood mantels.

Barton, Netting Co., Windsor, Ont., are makers of wood mantels.—Editor.

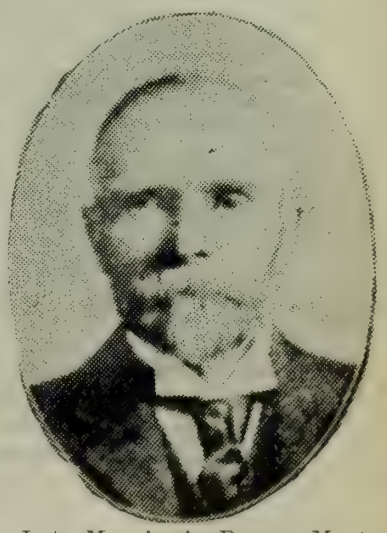
TWO TOOLS IN ONE.

A new combination tool which will fill a long-felt want has been patented by a Louisiana man. This is a combination hammer and screwdriver, and, unlike some of the multiplex affairs, it can be used as satisfactorily in either capacity as a single instrument. The hammer has a hollow handle into which the screwdriver bit slides. It is so arranged that when the bit is not in use it disappears in the handle and is kept in place there. When the bit is needed it slides forth and is again made fast in the position desired. In fastening screws it is often necessary to hammer them in a little way before screwing them. This gives them a better purchase on the wood. Therefore, it is necessary to have both hammer and screwdriver, and the operation is much simplified when both tools are in one. In many kinds of carpenter work the carpenter finds it necessary to use nails in one place and screws in another, and the amount of time he will save in not having to go to his kit each time for a different tool will be considerable.

McCLARY'S MONTREAL MANAGER DEAD.

Deep regret will be felt by the trade at the sudden death on Tuesday of Andrew A. Brown, the Montreal manager of the McClary Manufacturing Company, London, while on his holidays at Sea View House, Rye Beach, New Hampshire. He had been in ill health for a couple of weeks, and it was thought that the rest and change would do him good, but he was attacked with heart failure on Monday night and died early the next morning. The deceased was one of the most respected of Montreal's business men. He commenced his career with the late firm of William Darling & Co., and later entered the firm of Grathern & Caverhill, now Caverhill, Learmont & Co., as traveler. In 1885 he joined the McClary Manufacturing Co., and became manager of the Montreal branch, a position which he occupied until his death. His genial disposition and business aptitude brought him great success, and under his guidance the local branch flourished.

The late Mr. Brown was a man of splendid character, and was well known throughout Montreal. He was an elder of St. Paul's Presbyterian Church, a member of the Dominion Commercial Travelers' Association, the Canadian Manufacturers' Association, a director of the Eastern Canada Manufactures' Mutual Fire Insurance Company, and a member of the Canada Club. Of sterling integrity and of a most lovable disposition he will be missed by a wide circle of business associates throughout the Dominion. Deceased was 62 years of age, and leaves a widow and three children, two sons and a daughter.



The Late Mr. A. A. Brown, Montreal.

PRICE-CUTTING A POOR POLICY.

Possibly the most foolish of all fool things in retailing is price-cutting. One merchant comes out with a low price on some staple article and at once every other retailer in the same line goes him one better with a deeper cut. Then the war has fairly begun, and before it is over prices have gone all to pieces and every one of the competitors has lost money and none of them has reaped any benefit from their insane rivalry. Nothing but bitterness arises from such folly.

If you have faith in your goods, hold up the price and talk quality first, last and always. If you have no faith in them, get a line that you can have faith in. You owe it to the manufacturers of honest materials to maintain prices, for a cut price is a confession that you think the goods are not worth what you have been asking for them.

Trade Gossip from Canada's Eastern Provinces

James Robertson Co. Likely to Establish a Branch at Halifax —Nova Scotia Firm Making Steel Cars for Ontario Government Railway—Labor Troubles at Cape Breton.

HALIFAX.

August 9.—The wholesale hardware dealers report trade rather quiet at present. With the exception of a few lines, such as paints, oils, varnishes, glass and some builders' supplies, there is not much doing. Prices continue firm especially for metals and some of the dealers would not be surprised if advances followed shortly.

It is reported that the James Robertson company, Montreal, will open a branch in Halifax at an early date. The rumor is from a pretty authoritative source, and they will probably be open for business before the snow flies. The Robertson Co. is said to have secured an option on a large warehouse on Hollis Street for a term of years. The premises are admirably adapted for the purposes, being commodious and centrally located. When the new firm will take over the premises has not yet been decided upon, but those who are in a position to know say that it will not be very long before the Montreal firm is settled here.

The Silliker Car Company are now engaged in building steel cars for the Ontario Government Railway. The cars are the first of the kind ever constructed in Nova Scotia. This firm has recently received several good orders for cars and everything is booming at the plant. More than three hundred men are employed by the company, and all the skilled men who apply are taken on. It is reported that the operators of the coal mines in Pictou County intend to extensively develop the collieries, and that improvements costing a quarter of a million dollars will be expended in the near future.

The Acadia Coal Company will probably erect a new bank head of steel. Labor troubles still continue to interfere with business throughout the province and there is no prospect of a settlement in sight. The trouble in the Cape Breton districts has been added to by the action of the miners in the employ of the Cumberland Coal and Railway Company who have decided to go out on strike for recognition of their union. The company employs two thousand men, and it is expected that the mines will be completely tied up, as all the men are members of the United Mine Workers Union.

J. H.

Interesting Trade Items Gathered in Ontario

Ottawa's Population Increasing—Good Window Display at Guelph—Belleville Iron and Horseshoe Plant Making Many Improvements—Bicycle Revival at Kingston—Merchants' Collector at Wallaceburg Collects Over $500 in July.

OTTAWA.

Aug. 10.—Business is reported quiet among hardwaremen the past week and in an effort to move summer goods many are offering reduced prices on hammocks and kindred lines.

The officers for the ensuing year of the Local 71, International Plumbers and Gas and Steam-Fitters are: President, Harry Lee; vice-president, S. Daughtry; recording - secretary, Rolla Taggart; business manager, Eugene Cadieux. The representatives to the Allied Trades and Labor Association are: Eugene Cadieux, J. Hurtubise, E. Daughtry and W. Kennedy.

Building permits issued at the City Hall last week totalled over $500,000, the chief one being that for the Ottawa Terminal Co., station, $475,000.

According to the city directory just issued by the Might Directories Co., Ottawa, has now a population of 86,889. As a manufacturing centre it is considered as affording exceptional opportunities having as it does an approximate water power of 100,000 horsepower within its limits. According to this book there are three wholesale hardware dealers and twenty retail hardware merchants in Ottawa. There are also tallied twenty-four plumbers, steam and gas fitters.

G. E. M. H.

BELLEVILLE.

August 10.—The Belleville Iron and Horseshoe Company, have just closed their first year under the present management and they do this with a good balance on the right side of the ledger, the business having increased every month this year. In the month of June the output was 50 per cent. larger in the horseshoe department than the corresponding month last year.

Since the rolling mills closed down a few weeks ago for necessary repairs great improvements have taken place in the plant, several thousand dollars having been spent in improvements. An additional engine has been installed to take the place of the high speed engine running the fans. The old high speed engine is now in the power house where it will be used in running a generator. A new set of bar rolls has been added to the 18 inch mill. New rolls have been placed in the 12-inch mill. The 9-inch mill has been completely overhauled and new roughing rolls and new roughing plates and feed rolls added. The furnaces have been rebuilt, the boilers inspected and retubed and many other necessary repairs were completed. The mills started full blast with a large staff last week.

The Belleville Brass and Steel Works have recently been so rushed with orders that they have found it necessary to work night and day.

H. C. M.

KINGSTON.

Aug. 11.—The majority of the hardware merchants report a good business. The farm trade is rather slack, but this is owing to the fact that the farmers are all very busy in the fields.

Dealers say that this is one of the best seasons in years, for the sale of fishing tackle. A few weeks ago, one dealer says, he sold out, what he considered to be a big stock, and had another stock put in. The fishing has been good in this district this season, and some record catches have been made.

"Is bicycling a back number?" This is a question that is often asked, and in many cases, answered in the affirmative. At any rate, if it is the case in some places, it is not so in Kingston. "Bicycling dying out," one dealer said, "Just look at that batch of wheels sent in for repairs, but that is not all. I have sold more wheels so far this summer, than I did all of last summer. Do you know, there appears to be quite a stir in the business." Another dealer interviewed, said, "I have sold over forty new wheels this summer, while last year I only sold twenty wheels altogether."

All the repair shops have been busy. The revival in this sport has been the cause of many wheels being hauled out, and with a little work, placed in good condition for the road.

The board of health, at its meeting yesterday, took an important step, and one which will go to improve the health of the city. After May 1, 1910, no privy vault, cess pool or reservoir into which a privy, water closet, stople or sink is drained, shall be maintained in the congested part of the city. The method of disposal shall be by means of water closets, sinks and proper fixtures, connecting and discharging into the sewer.

For the sum of $1,145, McKilney & Birch, hardware merchants, were awarded the contract to supply the fire department with 1,000 feet of Paragon fire hose, 300 feet of Lion chemical hose, and sixteen feet of suction hose.

E. G. B.

GUELPH.

August 10.—Bert Farrow and Clyde B. Epps, both of the retail department of The Bond Hardware Co., and Milton Auman, the shipper of the same firm, are away for their summer holidays. Mr. Farrow is in Toronto, Mr. Epps in

Brantford, and Mr. Auman in Buffalo. Frank M. Logan, a member of the retail staff of the same firm, leaves next Wednesday for the West, and Manager W. G. Howell of this department, who is also a member of the firm, is arranging for a week's trip to Montreal, Quebec and other points in the Eastern provinces.

The steel girders for the Winter Fair Building extension have arrived and are being placed in position in the building in course of construction. There are a few of the larger ones still to come from Pittsburg.

Mr. D. A. Scroggie, the official collector of the Retail Merchants' Association, has completed the first quarter of his current year and the money collected directly by him has amounted to $900. This is only what he has collected directly. There have been more bad accounts paid in by the black listed ones to the merchants to whom they owe, but the extent of these settlements cannot be known, until they are totalled up at the end of the year. Compared with the splendid showing for his first year as collector, when in the twelve months he gathered in $2,300, the results of Mr. Scroggie's labors for this year are gratifying indeed.

Mr. Stan Ohlman, formerly in the employ of Penfold Bros., is now holding down a position in Toronto on the staff of the Aikenhead Hardware Company.

The Bond Hardware Company have a fine binder twine window this week. It is a very timely display and one which will be sure to attract the farmers. A tall wax figure in overalls and smock with broad brimmed straw hat and all the rest of the farmer's attire, stands in the centre of the window, the floor of which is all strewn with straw and grain. He is apparently busy building a shock of binder twine. There is a pyramid of balls of twine waist high. The display is artistic as well as attractive and is causing considerable comment.

Penfold Bros. are presenting a handsome cup as a trophy for the winners of the City League championship, through their agency for the D. and M. sporting goods.

H. Oecomore, the tinware and stove merchant, of Upper Wyndham Street stated to your correspondent that while the summer retail trade had not been all that he would have liked to have seen it he found no just cause to grumble since the men in his tin shop had been kept busy on sheet metal work. He has not yet begun the work on his contract in connection with the new Winter Fair extension. The building operations are not as yet sufficiently advanced.

The new St. James' ward school may yet be built this year. The Board of Education have decided upon the Tehan property on Waterloo Ave. as a site and have appointed a committee to ask the city council for the necessary $25,000.

Manager G. B. Morris, of the local branch of the Royal Bank is to be transferred in two weeks time to the management of the Calgary branch. Mr. Morris was formerly a prominent hardwareman in this city. McMillan Bros. were his successors.

G. N.

LONDON.

Aug. 10.—Travelers being off the road on their holidays last week and this, jobbers find trade quiet, but only seasonably so. Mail, telegraph and telephone orders are up to the ordinary for this time of the year, and no one sees cause for complaint.

In local retail lines it is quiet also. Farmers are busy with the harvest and their presence in the hardware stores is missed. Nevertheless dealers are looking for a good fall business and there is every reason to believe their expectations will be realized.

Activity continues in the building trades, which means business for the hardwaremen. But for that the present quiet would be actual dullness.

The tangle between the city council and the Hydro-Electric Commission has not yet been straightened out. Hamilton seems to have an advantage over other municipalities in the matter of Niagara power, and the council insists on London being let in on the same terms as the Ambitious City. And there the matter rests.

F. T. Y.

BRANTFORD.

August 10.—The mad dog scare reached a climax here last week, when a child who had been bitten by a dog inflicted with rabies, had to be sent to the Pasteur Institute, New York, Nine dogs bitten by the mad dog were shot, and it would seem that a by-law will be passed in council ordering the owners to muzzle their dogs in the summer months of July and August. This should result in many sales of dog collars and muzzles.

Farmers have commenced their threshing, and all reports received seem to be tinged with a most optimistic note. The yield of wheat has more than come up to expectations, and the barley yield is also excellent, though oats seem to be weak in the straw. Forks and cow chains are now moving briskly in preparation for the winter feeding season.

Secretary Willits of the Merchants' Protective Association, has completed arrangements for house to house calls on delinquent debtors, and will commence this week.

The Waterous Engine Works have been awarded the contract for a new sewerage pumping station here at $3,313. They have also secured the contract for the new boilers in connection with the heating system at the Ontario Institute for the Blind, the other contracts being in abevance until the installation of the boilers.

Elliott & Son are showing a neatly arranged display of mechanics' tools in their south window this week. Watt & Squire report that their regular Saturday sale was a success, graniteware especially having a call.

T. V. Crandell, late business manager of the Courier, has opened a 5, 10, 15 and 25c store on George Street, and includes in his assortment some hardware novelties.

Building permits for the past week include Geo. S. Walker, Sarah Street, brick dwelling, $900; Geo. S. Walker, Arthur Street, brick dwelling, $1,600.

D. Sinclair, the Paris hardware man, probably carried off the "grand prix" for the most suitable window at the Provincial Volunteer Firemen's Convention, held there last week. His window showed a "dummy" dressed in regulation fireman's costume, with a lawn hose and nozzle in his hands, and other implements of his calling near at hand. The window attracted no small amount of attention.

While gas irons and charcoal irons have met with a great deal of favor from Brantford's housekeepers, electric irons are also good sellers, being much cleaner and handier to use, necessitating only the unscrewing of an incandescent globe, and the attachment of the switch which goes with the electric iron. The Lyons Electric company report having sold a number of these handy utensils.

Local factories are now almost without exception running on a full time basis, and the result is a gratifying one.

Local hardwaremen will commence giving their clerks holidays next week, allowing as a rule, two weeks to each.

The local cement firm, the Ontario Portland Cement Co., state they are not aware of the announced merger of cement manufacturers concerning them in the least.

As was remarked by your correspondent last week, local merchants are objecting strenuously to the agents of a cutlery firm, who are selling hardware goods on the market square. On investigation it has been found that to secure an auctioneer's license, the applicant must have resided in the county for a year. This may be brought against these agents who conduct their business by the rights conferred by an auctioneer's license.

A. W.

CHATHAM.

Aug. 10.—Westman Bros. this week have an auto window, which is exciting much comment, their window artist, Ed. Rawlings, having put together a pretty good representation of a touring car. The wheels are four hose reels, those nearest the window carrying the hose. The forepart of the machine is built up with bread and cash boxes, surmounted with a box-lamp for headlight. A wash boiler surmounted by a closet seat and bowl provides the chauffeur's seat, while the back seat is an enameled sink, perched upon a foundation of half a dozen mats. A dummy figure serves as chauffeur. The idea is very well worked out.

The newly inaugurated collection department at Wallaceburg has evidently been doing good work for the retail merchants of that place, the official collector, E. Askunas, having returned $505.80 collections for the month of July. This is an excellent showing, especially considering that the scheme is only in its beginnings.

Mayor Westman, of Westman Bros., is spending the fore part of this week in Niagara Falls and other eastern points.

Chatham has still another plumber. The newcomer is Richard H. Jones, formerly of the firm of Armfield & Jones, who has been conducting a gasfitting business, with offices at Lacroix Slip, for some months past. The license was granted by the water commissioners last week.

Monday, August 9, was Chatham's Civic Holiday. The city was practically dead, four or five excursions carrying away the bulk of the population to outside points. Incidentally, the Chatham Daily News strongly urges a unification of Civic Holidays throughout the province, pointing out the confusion and loss of time and money entailed by having civic holidays in various municipalities on dfferent dates.

Tinsmithing and metallic siding work is reported busy in Blenheim and vicinity. A number of important buildings are being covered with metal siding. Tinsmiths have started work siding the large grain elevator of the Rutherford Milling Co., a job for which J. W. Fleming & Son, hardwaremen, have the contract.

Fred C. Moore, of P. Cunningham & Co.'s hardware staff, is rejoicing in the arrival of a new hardwareman a week or so ago to bless his home. This is No. 2.

Mitchell Bros., plumbers and electricians, make an attractive evening display of their electric lamps and fixtures. These are hung from the ceiling of the shop, and have the curent attached, so that at night time the lamps can be lit. The effect is brilliant, and the display constitutes a good demonstration of what the fixtures will actually look like.

A pretty wedding took, place this morning at the home of Mr. and Mrs. John B. Watt, 44 Grant Street, when their daughter, Miss Etta M. Watt, became the bride of E. Blake Arnold, heating engineer of the Dominion Radiator Co., Toronto. Rev. Mr. Ross, of the First Presbyterian church officiated. The bride was formerly a member of the Watt plumbing firm's office staff. After a wedding trip to the states, Mr. and Mrs. Arnold will make their home in Palmerston Boulevard, Toronto.

V. L.

News From the Prairie and British Columbia

Large Volume of Building at Victoria, Vancouver and Winnipeg —Salmon Catch Expected to be Large—American Customs Officials Trying to Reduce Business of Victoria Stores—New Oil and Gas Field Near Manitoba Boundary.

WINNIPEG.

Aug. 9.—The greatest impetus given to the retail hardware trade in Western Canada this year, has been the extensive building that is in progress. In Winnipeg alone, estimating from the daily figures submitted by the builders' exchange office, the total of new permits issued for the current month will be well over the million dollar mark, which will give a sum total for the first seven months of the year of $6,462,450. This amount will be for a total of about 1,900 new structures. At the end of July last year there were 1,022 permits for $3,823,000, so that the present building record is about double that of last year.

Some of the warehouses under construction are those of D. Ackland & Son, wholesale hardware, Winnipeg Oil Company, Manitoba Bridge and Iron Company, Gutta Percha Rubber Company, G. F. Stephens Co., paint manufacturers.

Speculators in Manitoba are interested in the recent oil finds in North Dakota. The interest increases on account of the prospects for oil and gas within the province in territory located near Dauphin. It is believed that there is oil and gas in abundance in southern Manitoba, and if prospectors meet with success, another great industry will open up in the West.

L. C. H.

VANCOUVER.

August 7.—Particular window dressing is a feature of displays of hardware stores in Vancouver. Those stores located on the main thoroughfares of the city, where thousands of people pass daily, recognize the advantage of having attractive windows, and considerable attention is given this important factor of advertising. One may think that hardware does not lend itself very well to window dressing, but when one thinks a moment there is as good if not better material than is possessed by the average grocery store, especially since there is nothing to spoil. Some ingenious ideas are worked out by the local dealers, which are creditable to the designers and should attract prospective customers.

A company has been formed here to take over the business of McDougall & Jenkins, boiler-makers, machinists and engineers of Victoria and Vancouver. The new company, to be known as the McDougall-Jenkins Co., will erect a plant which will be unsurpassed in the province. Machinery will be installed to enable the plant to handle all kinds of shipping and general engineering work, which is on the increase here just now. The former members of the firm will be retained. The council of North Vancouver will give the company special consideration in the way of freedom from taxation for a period of years and a supply of water at a nominal rate, realizing the importance of an industry that will employ about 150 hands. The authorized capital is $50,000.

A shipment of excellent marble has arrived from the quarries on the west coast of Vancouver Island, at Nootka Sound. The company in operation there has started a complete core drilling examination of their property, using a three inch core drill. Some specimens of core have been sent down for exhibition.

R. B. B.

VICTORIA.

Aug. 7.—The aggregate value of the buildings for which permits have been issued by the building inspector during the seven months of this year was $1,161,320. The great increase in building activity this year is shown by the fact that the figures to date are not far behind the total for the whole of last year which was, including $100,000 for repairs, $1,314,240.

This year promises to be the banner year for building in the history of the city. The first seven months of last year aggregated $626,850. This year building being almost double. The July total was quite a large one and was swelled considerably by the permit for the Pemberton building, the value of which is $250,000, the total for July being $372,120 compared to $106,070 a year ago.

The Bank clearings for the month of July show a very large increase over last year. While last July the records show less than $5,000,000 this July the figures go over $1,000,000 more. The figures were July, 1908, $4,940,841; July 1909, $6,051,953. Figures tell the tale of business done.

The Salmon run, which means so much to British Columbia, though somewhat late is now giving promise of being a very large one. This year, which is the fourth year, was expected to be a very heavy one, every four years a very large run of fish being the usual thing. This year is likely to fulfill all expectations, some of the traps getting as many as ten to fifteeen thousand fish per day.

J. A. Virtue, proprietor of the Oak Bay Hotel, one of the prettiest situated hotels in Canada, is about to double the capacity of his hostelry.

Tenders are being called for the erection of the new building to be occupied by C. M. Cookson, plumber.

Travel continues very heavy between here and Seattle, both steamers being taxed to their utmost capacity. The American customs authorities are on the lookout for returning tourists and any purchases found of the value of one dollar or over are to be taxed according to the tariff. This will, if carried to the extreme, as it seems likely to be, have a bad effect on the tourist trade, the Victoria storekeepers doing a large business with the visitors. The U.S. Custom authorities have put on extra inspectors in order to make a thorough search of all baggage.

W. B. C.

"V" CRIMP-ROOFING CORRUGATED IRON

METAL SHINGLES AND SIDING

PAINTED AND GALVANIZED
Made from Best Quality Steel Sheets

This is a profitable line for you to handle

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They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

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Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

The Western Canada hardware market is quite featureless this week. The activity is perhaps on the retail side at present. This is to be expected owing to the general optimism that prevails regarding the future outlook. Wholesalers are having a satisfactory run of business. This week may be slightlv easier than last, which is due to the fact that the demand is limited to a few lines. The demand for builders' hardware is weakening, but harvesting and threshing supplies are called for from every corner of the west. These include forks, machine bolts, iron and copper rivets abd burrs to a very great extent.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.80 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25: No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7. $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper: No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 per cent.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90· 2, $1.60; octagon, extra $2.30; 1, $1.60.

AUGUR BITS—"Irwin" bits. 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, Etc. — Pressed, retinned and plan, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

ROPE Sisal, 10¼; pure manila, 12¾; British manila, 11¼c; lath yarn, 9¼c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galzanized, $4.30; 26, $3.55 and $4.55.

BAR IRON—Bar iron, $2,35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.50; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE — Black pipe. ¼ in., $2.50; ⅜, $2.85; ⅛, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2. $14.50; 2½, $24.40; 3. $31.50; 3½, $39.50; 4 $45; 4½, $52; 5, $58; 6. $75. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90: 2. $18.50; 2½. $30.50.

FITTINGS—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70: 30-gauge or 10¾-oz., $4.90; Queen's Head, 20. $4.10; 24, $4.30; 26, $4.70,; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9; ½ box, $4.75; IX. full box, $9; ½ box, $5.75; IXX., full box, $13: ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

: LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59 and 54c; Solar red engine, 32c; Atlantic red engine, 29c; Eldorado castor, heavy, 27c; medium, 26c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine 38c.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Family Safety, 24c; Search Light, 22c; Sterling Light, 24c; engine gasolene, 22½c; White Lily, 23c; Royal, 22½c.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.40; in kegs, $2.55; turpentine, bbl. lots, 74c per gal. linseed oil, raw, 69c; boiled oil, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM and "Bell," $5.00 base.

HORSE NAILS—MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.55 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under. 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—22c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

NEW TOOLS AND RAZOR.

The Ryall Tool Company, Montreal whose selling agents are Decatur, Bull & Co., Montreal have a new line of carefully designed tools on the market. Their breast drill, which is finished in black and yellow enamel, is a durable tool, easy working, and strong. The gear teeth are cut from solid metal, and the small pinions from rolled steel bars. It is set in solid iron and in perfect alignment with the chuck and handle which enables the drill to be held true, while there are two speeds one approximately three times faster than the other readily changed to fast or slow—a feature the importance of which can be readily understood.

Decatur, Bull & Co., are also selling a new razor "The Two Heads," made from the highest grade sword steel, and tempered by a patent process.

The new brand of barbed wire, known as the Igel, put on the Canadian market by the Watson, Jack & Co., Montreal, has shorter barbs than the usual type. The barbs are sharp and firm, and while preserving all the advantages of the ordinary type, effect a great economy owing to the reduction in weight.

MACHINERY STEEL
NORWAY IRON

Large Stock of
All Sizes.

CLOSE PRICES

A. C. LESLIE & CO.,
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THE ORIGINAL ALL METAL **"POLAR STAR"**

ICE CREAM FREEZER

The Best

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The Most Satisfactory Freezer Made

Makes Smooth Delicious Ice Cream in from 5 to 10 minutes.

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Smith Hardware Co., Limited
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Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.

Brighten Up Time is Close at Hand—Have You a Good Stock of Brighten Up Finishes?

Housewives will soon be hard at it, brightening up the house and getting ready for winter. More and more paints and varnishes are being used in housecleaning time every year. This year will be no exception to the rule. Dealers who handle

SHERWIN-WILLIAMS
BRIGHTEN UP FINISHES

get the cream of the housecleaning trade in their locality, because these finishes are easy to advertise successfully and easy to sell. S-W. Brighten Up Finishes are the only line of paints and varnishes on the market which give the householder a special product for every particular use and surface about the house, and at the same time permits all of the advertising force to be put behind the goods that can be put behind a single specialty.

Write us for full particulars regarding S-W. Brighten Up Finishes.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
CANADIAN HEADQUARTERS AND PLANT, 639 CENTRE ST., MONTREAL, QUE
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C. 629

The Western Stove Makers
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.

ART GLASS

We have issued a new catalogue showing many of our latest designs, and have mailed one to each dealer. If you have not received one, drop us a card, and we will mail you another. Get in line with a CATALOGUE—There's profit in selling Art Glass.

WINNIPEG PAINT AND GLASS CO., Limited
Calgary Paint and Glass Co., Limited

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Vancouver Furnace Co. are erecting a $2,500 shop and foundry.

Hall & Wallace are erecting at Vancouver a $21,000 machine shop.

The National Elevator Co. is arranging to construct a mammoth independent terminal elevator plant at Fort William.

The Westminster Iron Works is shortly to make an addition to its building in order to accommodate its growing business.

A party of St. Paul and Minneapolis capitalists visited Vancouver recently to look over the ground with a view to establishing a pulp mill at the coast.

It is proposed to erect a new planing mill in Victoria with which will be joined the present furniture and show case works of the Woodmakers, Ltd.

The defunct Reid foundry at Ingersoll is likely to be reopened. Stephen King, a prominent hardwareman of the town, has purchased the property with the prospect of rebuilding and carrying on the business.

Extensions will be made to the Dowsley Spring and Axle Company's plant at Chatham, which was recently taken over by the Gananoque Spring and Axle Company.

It is reported that St. Thomas, Ont., interests have purchased the Horse Shoe Quarries in connection with a cement industry and propose to manufacture rock cement.

The contract for the new building to be erected by the Trent Valley Woolen Mill at Campbellford, has been awarded to the Deacon Construction Company of Montreal, and the work will be proceeded with immediately.

J. Dix Fraser, manager of the Atikokan Iron Company blast furnaces, at Port Arthur, states that the blow-in will take place in a few days. A large amount of new machinery and unloading plant has been installed, fires lighted in the cooking ovens, and everything is practically ready to recommence the manufacture of pig iron.

The Acadia Coal Company, Stellarton, contemplate making exceptional efforts towards improvements to their collieries. They will build a new bankhead at their Albion Colliery and make other improvements. It is estimated that about $200,000 will be expended in improvements at the two collieries, the Albion and Allan Shafts, about $100,000 for facilities at each of these mines.

Municipal Undertakings.

The B. C. Provincial Government have decided on the expenditure of $35,000 on water works improvements.

The large water tank on Hill Crest, Port Stanley, recently collapsed. A new water station will be erected at once.

Operations will be commenced immediately at Guelph on the laying of the storm drains on Lower Wolwich Street.

The North Sydney, C.B., town council have decided on the extension of the sewerage system on Margaret Street. Work will be proceeded with at once.

New Westminster, B.C., ratepayers will shortly be asked to approve of a by-law to raise $234,000 for water works improvements, and $104,000 for street improvements, the latter amount including a large sum for street lighting.

The Board of Health recently recommended the construction at Wiarton of a sewer on Berford Street 60 feet from the town line to Mary street, thence to Frank. This was approved of by the council. There will also be a drain on Taylor Street.

At a recent meeting of the Provincial Board of Health a Rainy River deputation submitted plans for waterworks and sewage disposal. Their plans provided for the treatment of sewage before it was discharged into the river. The town will draw its water supply from a point above the town.

Mayor Dingman, Alderman Savage and City Engineer Ferguson recently submitted to the Provincial Board of Health, Stratford's plans for extensions to its sewage disposal plant. The sum of $25,000 has been voted for this purpose. Stratford uses bacteria beds in conjunction with its septic tanks and is now enlarging the beds and improving the system of treatment.

Public Buildings.

A $15,000 Separate School building will be erected at Fredericton.

Aldborough and Rodney councils will build a joint municipal hall at Rodney.

The Young Methodist Church will erect a new church building at Winnipeg.

Port Arthur Roman Catholics have planned a new church to be started early next year.

Extensive additions costing $75,000, are planned for the Royal Columbian hospital, New Westminster.

Arrangements are being made for the erection of a vaudeville thetre at 175 Bay Street, Toronto.

The King Street Methodist Church, Ingersoll, will be remodelled at an estimated cost of $12,000.

Snyder Bros., Winnipeg, at $98,269, received the contract for the construction of the new hospital at Regina.

The contract for the erection of the new town hall at Killarney, has been awarded to Geo. Brooks, for $8,650.

The plans have been prepared for the erection of a large theatre to be completed by October at Gananoque.

The erection of a sanitarium at a cost of $13,000 as a memorial to the late Sir Oliver Mowat is contemplated at Kingston.

The construction of a $20,000 school building, complete with heating and ventilating, will be commenced at once at Watrous, Sask. 8

General Building Notes.

A. E. Demers, Montreal, will erect three flats to cost $5,000.

H. Elson is erecting a $50,000 apartment terrace at Moosejaw.

A $25,000 business block will be built at Calgary by A. A. Dick.

J. C. Walsh will erect four cottages at Montreal, at a cost of $22,000.

E. Y. Grassett, Vancouver, will erect two frame dwellings to cost $10,000.

The Masonic Temple Co. is building a $45,000 store and hall at Vancouver.

A permit has been granted to Martha E. Orris for the erection of a three-storey brick apartment block at Winnipeg to cost $41,000.

A permit has been granted to Baldry Bros. for the erection at Winnipeg of a residence, at a cost of $5,000; also to R. R. Pattinson for a house at a cost of $2,500.

Recent Winnipeg building permits include: C. G. Stuart, house, $3,500; F. E. Wilson, house, $7,500; A. E. Mullay, house, $7,500; Dunn & Wallace, house, $4,500.

Since the beginning of the year it is roughly estimated that buildings costing from $150,000 to $200,000 have been started at New Westminster, and it is believed that a quarter of a million more will be spent in this way before the year is closed.

Recent building permits at Vancouver include: Lewis Carter, frame dwelling, $2,000; H. Vinall, frame dwelling, $2,500; alteration to Western Star Theatre, $1,600; A. J. Passage, frame dwelling, $1,500; A. Radlett, frame dwelling, $2,000; Mrs. Rundle, frame store, $1,000; G. W. Picken, frame dwelling, $1,200; James Chapman, frame dwelling, $1,400; J. A. Chisholm, frame dwelling, $1,800; E. Y. Grassett, frame dwelling, $3,700; I. S. Burton, frame dwelling, $4,800; Alex. Magee, frame dwelling, $1,600; Wagner & Johnston, frame dwelling, $2,400; D. M. Stewart, frame store, $9,000; G. H. Barclay, frame dwelling, $1,200; A. McLeod, frame dwelling, $2,000; F. Buscombe, alteration to store, $3,000; W. L. Tait, alteration to tenement, $7,000; R. Hudson, frame dwelling, $1,000; G. H. Crane, frame dwelling, $2,800; Thomas Kirkpatrick, repairs to dwelling, $1,200; E. J. Dobie, frame dwelling, $3,600.

Railway Development.

According to an interview, Sir Chas. R. Wilson says the Toronto viaduct will be built.

The Lindsay Construction Company is to build a branch railway from Nictaux Falls, N.S., on the H. & S. W. Railway to the mines at Torbrook.

It is reported that an electric road will be constructed between Hartland and Foreston, Ont. Rockland, Windsor and Knowlesville will be included in the right-of-way of this line.

The B. C. Electric Railway Company will shortly call for tenders for the grading and track-laying on the Lynn Valley extension. It is hoped to have the extension in operation this autumn.

Track-laying on the Great Northern is progressing rapidly towards Hedley, B.C. The big bridge at Ashnola, which delayed the track-laying outfit for some days, is completed and work is once more being rushed ahead.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

IVER JOHNSON

SAFETY AUTOMATIC REVOLVER

You Must Pull the Trigger

or there will be no discharge. This is the *one* revolver that cannot go off by accident. We make the kind that discharges when you want to shoot and not before. One million six hundred thousand have been sold and not an accidental shot. As handsome a revolver as is made; in a number of styles and several sizes. As safe as a spiked cannon, but as full of business as a hornet's nest.

TRADE MARK IVER JOHNSON

Hammer the Hammer — Accidental Discharge Impossible

YOU MUST HAVE THE GOODS TO MAKE THE PROFITS

We make the only absolutely safe revolver on the market, advertise it in the big magazines and the sporting journals, and ask you to take your profits with us by supplying the demand we create.

All inquiries are referred to the trade. We never sell by mail where the dealer will supply.

Send for Dealer's Catalogue or order of your Jobber

IVER JOHNSON'S ARMS & CYCLE WORKS

No. 330 River St., FITCHBURG, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shot Guns and Iver Johnson Truss Bridge Bicycles.

KLEANOL

METAL WOOD TONIC **POLISHES**

Represent the highest standard of polishing efficiency.

They are money makers for YOU.

A free sample on request.

NOVELTY IMPORT COMPANY

103 Church St.

TORONTO : ONTARIO

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"He Sells Good Iron."

That is a deserving compliment which any hardware man should earn. You can do it by handling the products of our mills.

Sell London Bolts and Bars

LONDON ROLLING MILL CO., LTD.

LONDON, CAN.

Cutting Patterns in the Tin Shop

Readers of Plumber and Steamfitter are Requested to Make Use of this Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter pertaining to the Tin Shop.

SYSTEM IN THE TINSHOP.

System is needed in the hardware store tinshop as greatly as in any department of the business, and, as the Hardware Trade points out, some hardware dealers may realize the need of it, but nevertheless run the tinshop on the old "hand-to-mouth" plan, feeling satisfied if they "break even" when, by more careful management, they could make the tinshop pay a profit.

Every hardware dealer who has a tinshop should have in his bookkeeping system a separate account for the tinshop. The tinshop should occupy a separate portion of his ledger, with a heading, "Shop and Repairs Account," or something similar.

Under this heading, entries should be made of all expenses, receipts and disbursements for the benefit of that department. All material purchased for the tinshop should be charged to this account at cost price. Wages of shop employes and a just proportion of the expenses of the department, based upon the total cost of doing business, should also be charged up to the tinshop.

On the credit side of the ledger should be placed all money received for inside and outside work, plumbing, setting up furnaces, repair jobs, etc. If you manufacture an article in the tinshop and then place it in the store to be sold, credit the cost price of that article to the tinshop the same as if you had bought it from an outside concern. This is the only safe way.

By keeping a separate account of tinshop and labor transactions the hard ware dealer will accomplish several important things; he will be able to keep tab on all work done in the tinshop to better advantage; he can tell whether that shop is making or losing him money; he can learn to charge a price commensurate with the work done—a price in which there is a profit; and he also has a check on the tinshop which is invaluable in case of fire, or other loss.

RECOVERING TIN FROM SCRAP.

A new and simple method of recovering tin from tin plate scrap, tin cans, etc., has been patented by a Pensylvania man. It is described as follows: The method consists of treating the scrap with yellow ammonium sulphide. The scrap is immersed in a tank containing water, then some ammonium sulphide is added and the whole heated until the tin is removed. The tin dissolves in the solution and the bare iron is left. The tin is recovered by adding hydrochloric acid to the solution after it has become inactive which precipitates it as sulphide mixed with more or less sulphur. At the same time ammonium chloride is formed (sal-ammoniac). The solution is filtered and the sal-ammoniac recovered by evaporation. When the acid is added to the solution hydrogen sulphide gas is given off, which is passed in to ammonia water and fresh ammonium sulphide is formed. The sulphide of tin is roasted, after having been dried, and oxide of tin is formed, which may be sold or the tin recovered.

TIN ROOF 52 YEARS OLD.

Tweeddale & Co., Fredericton, N.B., write Hardware and Metal that there is a building in that city which has a heavy tin shingle roof, laid over 52 years ago, and in first class condition to-day. The shingles are about the thickness of 20 guage galvanized iron.

The editor will be glad to learn of other jobs of metal roofing done half a century or longer ago. Correspondents will kindly send as full particulars as possible.

MORRISBURG'S SHEET STEEL PLANT.

An agreement was recently reached by the Sheet Steel Corporation, Morrisburg, and the municipal corporation of that village. The Sheet Steel Corporation purchased the assets and rights of the Canada Tin Plate and Sheet Steel Company of Morrisburg, which, after starting its plant, encountered a number of difficulties, chiefly the lack of tariff protection and lack of working capital. New capital has now been provided to the amount of $100,000 and the company has agreed with the municipality to operate for two years a four hot mill plant employing 200 men and for an additional two years a six hot mill plant employing 250 men. The village leases the power plant to the corporation for 36 years and assigns it the water rights secured from the Dominion government. The company is also to have the right to put up electric lines on the street and to operate trolley cars for the transportation of freight between the mill and the wharf. The village is to pay the company $30,000, while the latter undertakes to settle the claim of the power plant contractor. The village waives two-thirds of the general taxes against the mill property.

The Sheet Steel Corporation has remodeled its plant, and instead of making tin plate, is now devoting itself exclusively to the manufacture of black sheets, for use in the stove industry and galvanized sheets for building purposes.

President McComb states that next year the company will erect two open hearth steel furnaces and manufacture its own steel bars instead of importing them from the United States. The enlargement of the municipal power plant will give sufficient power to operate the two open hearth furnaces, the bar mill, six hot mills and a small merchant mill for making rounds and squares.

NEW BLAST FURNACES AT SOO.

A report emanating from Montreal stated that F. H. McGuigan, of the F. H. McGuigan Construction Co., Toronto, and formerly of the G. T. R., was to become president of the Lake Superior Corporation at the Soo. To verify this report Hardware and Metal interviewed both Mr. McGuigan and C. D. Warren of the Lake Superior Corporation. Mr. Warren said it was "news to him" as he had "heard nothing about it." Mr. McGuigan said "there is not a word of truth in it."

Mr. Warren stated that work was progressing at the Soo along the lines laid down some months ago. Development is being pushed in the pulp and timber limits; the capacity of the iron and steel industry is being increased; and the Algoma Central extension north to meet the Transcontinental will be taken up.

A despatch from the Soo states that next week the H. E. Talbot Construction Co., of Dayton, Ohio, will commence the work of building the new blast furnaces and structural steel plant. The expenditure on these works will be $50,000, and will take two years to complete.

A further telegram says D. D. Lewis, superintendent of the Lake Superior Steel plant, has announced his early retirement to go to Lorain, Ohio.

BEWARE OF THIS MAN.

An imposter has lately been operating in central New York State. A manufacturing concern was recently visited by a man who represented himself as connected with a Melbourne, Australia, house. He seemed to be unusually well posted on trade matters in the hardware and metal working line and to have an extensive acquaintance among manufacturers. A persuasive request for a "loan" was made before his departure. Subsequently the New York manufacturer had occasion to look up his claims and failed to discover any Melbourne house of the name given or of an English silverware concern, to the head of which he intimated he was related. Further inquiry showed that the man had been playing the sharper's game for years in England and America. At one time he claimed to be connected with the family of a well-known London house handling American tools and machinery. He is described as 40 to 45 years of age, well dressed and dapper in appearance, quite English in his manner, with close cropped gray hair, about 5 ft. 7 or 8 in. in height and weighing 150 to 160 lb. A number of his teeth are missing, giving him a peculiar appearance.

The man who sits down the minute that the boss goes out is very often seen standing around waiting for a job.

The Retail Paint Trade

THE PURITY OF PAINT.

The intelligent purchase of paint, especially if in large quantity, demands more than discretion and a familiarity with market prices, it requires an absolute knowledge of both materials and proportions, for paint is complex. In most cases the labor cost of putting on paint is more than double the cost of the paint itself, hence the paint dealer does not make good by merely replacing the paint if it is not pure.

Nothing short of chemical analysis and physical test will conclusively prove the true value and probable durability of paint. The warrant for such investigation is forcibly shown by the following experience:—

A short time ago, two lots of paint were submitted to the Arthur D. Little, Inc. Laboratory of Engineering Chemistry, Boston, Mass., for analysis, the purchaser wishing to know whether or not the samples were as represented.

One paint was claimed to be made of pure white lead, oxide of zinc, pure linseed oil, turpentine, and a turpentine Japan drier. The analysis of the pigment gave:

Silicate insoluble in acid	39.60%
Oxide of iron (ochre)	40.50%
Calcium Carbonate	12.25%
Magnesium Carbonate	4.03%
Organic Coloring Matter	3.45%
Undetermined	0.17%

The second was represented as a strictly pure red lead paint; but analysis showed it to be made up of the following:

Barytes	21.80%
Silicate	30.15%
Iron and Aluminum Oxides	1.50%
Lead Sulphate	8.13%
Red Lead	25.50%
Organic and Volatile	7.10%
Lead Oxide	4.98%
Undetermined	0.17%

It is manifest that neither paint came anywhere near being as represented. The facts speak for themselves, and it is not necessary to point out the need of consulting experts when large expenditures are to be made for material which admits of adulteration and misrepresentation.

NEW PROCESS FOR WHITE LEAD.

The following particulars of a new process for the manufacture of white lead at Detroit are given by H. G. Meredith:

The time taken from the entrance of the pig lead into the smelter on the top floor to its reapearance as a finished product at the bottom is six days. After passing from the melting furnace, the lead is sent to a tank on the floor below where it is crushed into a soft blue gritless mass. Thence it goes down into tanks where further agitation with wat-

"What is it good for, anyway?—this

Floorglaze

One dealer, his business sense touched by our salesman's arguments, sprung that question the other day. It was so easy to answer him, and to prove the answer, that he placed a neat little order. So would you, once you realized that Floorglaze is:

Ten beautiful shades of this quick-drying, low-priced, well-advertised ALL-purpose enamel—the most elastic, wear-resisting, waterproof enamel made.

Good to build up a solid and lasting trade with housekeepers (and they'd buy other things from you once you got them into the store.)

Good to make a foundation for a profitable business in all manner of good paints, varnishes, and the things that go with them.

Good to advertise your store as a store—because our heavy advertising directs buyers to your place—and, more, Floorglaze reflects credit on you because it really backs up every statement made for it.

Send for sample can (FREE), color card and special Fall offer. Address:

IMPERIAL VARNISH & COLOR CO., Ltd., TORONTO

Ready stocks of all our lightning-selling, advertised leaders at Vancouver, 542 Beatty Street, and Winnipeg, 108 Princess Street

Hay Baling Wire

The quality of our Annealed Hay Baling Wire is peculiarly suited to the work of hay pressing.

We have always given to this class of Wire special care and attention in making, our desire being to supply an article that will give satisfaction.

Our wire is strong and tough, and will stand the necessary strain.

Specify "M.R.M." when ordering, as in doing so, you will be sure to get Wire that will do the work required of it in a satisfactory manner.

THE MONTREAL ROLLING MILLS CO.

er and steam transforms the mass into a yellow compound of glowing fineness.

The product is then sent to another floor, where by a series of rotating cylinders it is treated with carbon dioxide gas and bleached. From these cylinders, after 36 hours' constant agitation, the product is sent to the precipitating tables, where it is washed, the unfinished particles (if any) being sent to the cistern with all refuse water, which is pumped to the top and used over again, every part of the raw material being thus utilized. The moving of the product is done entirely by the force of gravity. From the precipitating table the lead, now a spotless white, is taken to the drying beds—immense shallow pans of white canvas. Not more than six men are required to work the plant, which turns out 6,000 tons of white lead a week.

PAINT AND OIL MARKETS

MONTREAL.

August 14.—There is a strong tone to the markets. Turpentine has advanced again. Linseed is down 1c. while the other lines are firm. The demand, considering the time of the year is very good, and jobbers are satisfied with the way things are shaping. Dealers anticipate a heavy fall consumption, and manufacturers and jobbers are preparing for it.

TURPENTINE—There has been an advance of 3c in turpentine. The southern markets are still bullish and the general demand keeps up with the supply. The local call is fair. We now quote 69c for single barrels, net 30 days.

LINSEED OIL—The demand is good, while inquiries are improving for later delivery. Under these conditions the market has declined 1c and we quote: on 1 to 4 barrels, in one delivery: Raw, 63c per gal.; boiled, 66c per gal., net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD—A steady demand for ground white lead continues, and the outlook is very promising. A heavy call is anticipated later and grinders are preparing for it by accumulating stocks as speedily as possible. Quotations are unchanged: Strictly pure, $5.60 to $6.10, according to quality, and No. 1, $5.10 to $5.60, f.o.b., Montreal.

RED LEAD—Red lead is in fair demand, and inquiries seem to promise much heavier business shortly. There are no changes in the markets, and we quote: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; less quantities at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

WHITE ZINC—Trade still shows improvement, and shipments are going out steadily and well. We quote: Dry V. M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PARIS GREEN—Market conditions are unchanged. The demand is moderate. We quote: 50-lb. drums, 17c per lb.; 1 lb. packages, 100 lbs. in case, 18c per lb.; 1 lb. tins, 100 lbs. in case, 19c per lb.

PUTTY—Putty still continues to show an active demand, and is probably the best seller at the present time. We quote: Standard putty, 800 lbs., in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs., in barrels, $2.15; in 100-lb. cases, $2.25; in 25-lb. tins, $2.15; 12½-lb. tins, $2.35, f.o.b., Montreal.

TORONTO.

Aug. 13.—The paint trade is opening up again after the summer holiday lull, and little cause for complaint is to be found in the condition of either wholesale or retail business. Country trading has dropped off some since the beginning of the month, due to farmers being busy garnering crops, but there have been some excellent Paris green sales this week. In fact mail and express orders for Paris green are among the features of the week.

Manufacturers are complaining about the high cost of raw materials. White lead is a good seller, and so are varnishes. The painting and decorating trades are busy with contracts and much new work is ahead, which will engage attention to well into the cold weather.

Prices are pretty well the same as those prevailing last week, except turpentine, which shows considerable firmness. Prices are going up and nearly every jobber says advances will come perhaps next week. As it is the top and low prices are getting closer together. In linseed oil there is a drop of one cent.

TURPENTINE—The turpentine market at Savannah has remained firm and prices are higher than anyone anticipated at the beginning of the season. The crop for the year 1909, of turpentine and rosin is believed to be less than it has been at any time since 1907. Most parties put it at 10 per cent less than last year; some say it is as much as 20 per cent. Under these conditions, with an improvement in trade such as is anticipated in the United States, now that the matters of their tariff have been settled, it is believed that there will be general improvement in all classes of manufactured goods and that in this way sprits of turpentine will be further affected and prices may be looked for to continue at the present high market, and very likely to advance in the month of September. The market quotation given by the majority of houses is 72c for single barrels. The lowest price offered was 69c. Some jobbers are said to be cutting as a few sales are reported between these figures. Trading on the whole is very light.

LINSEED OIL — In linseed oil the price dropped a cent. A fair de-

—after all, no paint like

"English" Liquid Paint

No other Paint can be made on a higher standard — 70% pure White Lead, 30% pure Zinc White.

No other Paint in which the only lead used is Brandram's B. B. Genuine, for over one-hundred years the standard of the world.

No other Paint covers so well.

No other Paint so economical for the house owner, or so satisfactory for the dealer.

Backed by unique, forceful advertising, including a big newspaper advertising campaign this spring.

Just mail us a postal card for prices and selling plans.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax
St. John Winnipeg

Moore's Famous

House Colors

What Muresco is in the line of wall preparations, so is Moore's pure linseed oil paint in the great world of color. It is the paint that pleases. It is moderate priced and yet reliable, uniform, durable and brilliant.

Customers get satisfaction from it. Try it yourself and be convinced. You know what it means to have the good-will and confidence of the paint trade. Moore's House Colors will secure that for you and keep it too.

Ask about our color cards and prices.

Benjamin Moore & Co. Ltd., West Toronto, Canada

NEW YORK. CHICAGO. CLEVELAND, U.S.A.

Manufacturers of Paints, Colors, Varnishes and Muresco.

AGENCIES—A. M. Bell & Co., Halifax, N.S.
The Hanbury Hardware Co., Ltd., Brandon, Man.
Emerson & Fisher, St. John, N.B.
Enterprise Hardware Co., Ltd., Saskatoon.

Ask for particulars of our Dealer-Helping Selling Plan.

Lacqueret is an "All-the-year-round-seller." That's because there are a hundred and one uses to which **Lacqueret** can be put almost daily by the careful housekeeper.

LACQUERET

is a transluscent lacquer that is positively unequalled for brightening up any kind of worn, frayed woodwork. A touch of Lacqueret will make that old furniture stored away in your customers' attics look like new. Tell them about it. You can sell Lacqueret every day if you recommend it to your customers.

INTERNATIONAL VARNISH CO., LTD.

TORONTO

MAKERS OF FINE VARNISHES

Branch of Standard Varnish Works

NEW YORK CHICAGO LONDON BERLIN BRUSSELS

mand is reported, but retail merchants are not buying much supplies for the fall trade yet. It is expected that the month of September will bring in some active business. At present oil is firm at last week's figures 63c and 66c for single barrels of raw and boiled oil respectively.

WHITE LEAD — There have been some splendid orders received during the past ten days, and lead is probably now the best seller in the paint market. Most of the business is done in the city and in the larger towns of Western Ontario. Demand is first-class just now. Prices are as usual. No. 1 is $5.50 to $5.75; pure white runs from $5.90 to $6.10, with a superior grade at $6.35. Red lead at $4.50 for casks and $4.75 to $4.80 for 100-lb. lots is opening up, and from inquiries received there should be brisk trading shortly.

PUTTY—Just now putty is pretty active, and is improving from day to day. Window glass, too, is beginning to feel the effect of fall business, especially in sections where building has been going on during the summer. Bulk putty in casks is $1.75; 100-lb. drums $2; bladders, in barrels, $2.15; and cases, $2.25.

STAINS AND VARNISHES — Unexpectedly varnishes have been in good demand this week. It was thought that this line would not revive before September, but with ready mixed paints there has been good business done.

PARIS GREEN—This line is breaking all previous records in late sales. In past years little demand existed for Paris green after the beginning of August. This year, however, the country is buying in a hurry, some splendid mail and express orders being received this week; one of them called for half a ton of the green. The recent hot wave is said to have brought into life enormous numbers of bugs, with a consequent sudden and big demand for Paris green. Prices are low; barrels at 16½c and 25-lb. drums at 17½c.

Petroleum—Motor gasolene 16½c, and benzine, 15½c, are the best selling lines now. Business is fine. Coal oil lines are at unchanged prices.

ORIGIN OF WHISK BROOMS.

"Do you know," said an old broommaker, "that the whole broom trade of America, amounting as it does to many millions of dollars every year, originated from a single broom seed, planted by one of the greatest men that ever lived in America.

"A few years before the Revolutionary War a lady in England sent to a friend in Philadelphia a little whisk broom, then regarded as a curiosity. She was showing it to Benjamin Franklin, who noticed near the end of one of the straws, a single seed, that by oversight had been left on the stem. He asked the lady's permission to take it off; then planted it in his garden, and by the end of the season was delighted with both the crop of straw and of seed. For two or three years every seed was carefully saved for planting, and when his crop began to assume respectable proportions he recommended the seed to his friends, told what use was made in England of the straw, and the manufacture of whisk brooms began. A long time was required to bring them into popularity, for hair brushes were then in use to do the work of the whisk broom; but by and by people began to find out that whisk brooms were better. At first they were used only to brush clothing, while hickory brooms and brooms made of willow and birch twigs were used on the floors; but the corn plant soon demonstrated its own superiority to either of the others, and the result was, that by the beginning of the nineteenth century the corn broom had distanced its rivals, and in twenty years more willow and hickory brooms had been banished from houses and relegated to the rough work done on barn floors, decks of ships and similar places."

WINDOW DISPLAY FOR FLOOR PAINTS.

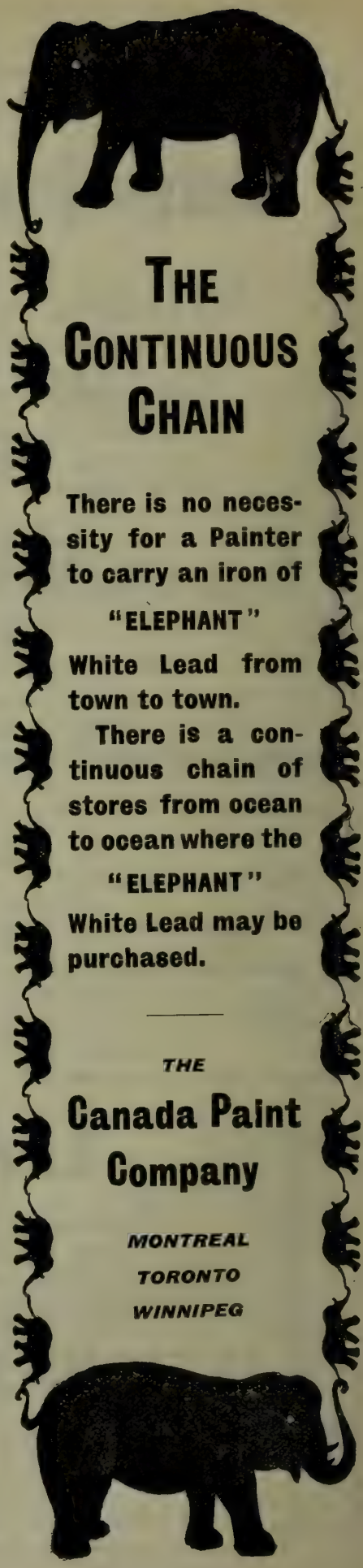
In selling floor paints a successful retailer gives his method as follows:—

"I have, nailed together some painted boards with the surface very much worn and marred to represent a section of an old painted floor. Half of this surface is nicely painted over to show by contrast what a coat of floor paint will do. This is displayed conspicuously in my window together with some packages of the goods, display cards showing colors, etc., and right in front where it can be easily seen I have placed a large card reading about as follows: "Your shabby floor can be improved in the same way, with a coat of floor paint at a cost of ¼ cent per square foot." It is an effective ad. and brings results.

EMPLOYES QUESTION CLUB.

The Question Club is the title of an organization formed by the employes of John Lucas & Co., paint manufacturers, Philadelphia. The idea is to give the employes of the company a good general education in the ways of paint making as well as to make them familiar with every department of the business. The club meets the first Monday evening in the month at the offices of the company. Under the direction of a chairman, chosen every three months, a committee of three selects five practical questions, and during the four weeks preceding the meeting these questions are assigned to five employes who are qualified to discuss or write upon them. These topics are not only freely discussed, but they open up other matters along the same lines. These meetings are open to every employe and members of the company.

The fellow that has to be told what to do, when to do it, and how, is usually the fellow who thinks he knows it all.



ABOUT WHITE LEAD

When you have trouble with those other leads you have been buying turn again to the popular favorite,

RAMSAY'S EXTERIOR WHITE LEAD

When we first introduced this lead, many others tried to follow and imitate, but they have all fallen away and left Ramsay's Exterior in control.

Do you know that in Ramsay's Exterior you get a lead that is better and whiter than any.

STRICTLY PURE WHITE LEAD

We have a booklet to send you that will prove it, and that means money for you.

Enquire about

Ramsay's Exterior Lead

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842 The Paint Makers

There is no Experiment Selling New Era House Paint

It is so well advertised, known and used that dealers who do not handle it, soon realize they are neglecting their own interest as well as that of their customers.

NEW ERA PAINT will hold its color better, last much longer, give a better finish, cover more surface and withstand the weather better than many higher priced brands. New Era is perfectly pure and is sold at a moderate price.

Write for New Cat-logue and Trade Discounts.

Standard Paint and Varnish Company
Limited

Windsor, Ontario

Everyone who uses Standard White Lead is happy because it always does such good painting and is so very economical to use.

¶ Standard White Lead is advertised directly for the benefit of the dealer —strong effective advertising moves it off the dealer's shelves and leaves a good profit in the dealer's till. Free samples, free electros; lots of general advertising matter.

¶ All you pay for Standard is 5c per lb in ton lots—5¼c per lb in less than ton lots. Send in your order to-day.

The JAMES ROBERTSON CO., Limited
Grinders of White Lead. Manufacturers of Colors, Paints, etc.
267 King Street West TORONTO, Ontario

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.

Manufacturers
RAILWAY, CARRIAGE AND BOAT VARNISHES
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL

GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENTS
Godfrey S. Pelton & Son, 203 St. Nicholas Building, Montreal

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf

THE STANDARD CANADIAN

COW TIE

(NIAGARA PATTERN)

MADE ONLY BY THE

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS, ONTARIO.

When the BEST costs no more, Can YOU afford to give your Customers an inferior Cow Tie?

Compare the "NIAGARA" Cow tie with others. It is 10 to 20% stronger, it has EIGHT ADJUSTMENT LINKS — others have four — making it unnecessary for the dealer to carry so many sizes.

EVERY LINK formed on the principle of the SQUARE KNOT making the STRONGEST CHAIN EVER PRODUCED

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS, ONT.

Axoline Axoline Axoline

WONDERFUL! WONDERFUL! WONDERFUL!

AXOLINE is the most wonderful Metal Cleaner in the world.

It is easy to say that.

LET US PROVE IT.

IT IS 75 PER CENT. CHEAPER than any other METAL Cleaner and yet it will make MONEY for you.

IT EXCELS FOR BRASS. It sells readily to the big buildings such as Banks, Public institutions, Railways, etc. ***In Brass alone it would prove a seller.***

But it cleans COPPER, NICKEL, PEWTER, TINPLATE and other METAL WARES.

It costs little and you can sell it on sight.

WRITE TO-DAY FOR THE AGENCY

Send ten cents for generous sample and mention this ad

THE ANGLO-FRENCH IMPORTING COMPANY

LIMITED

232 LEMOINE ST. :: MONTREAL

TRADE BUILDERS

The paints that are generally used in, on, and around the home, such as enamels, stains, finishes, etc., are the little things that build up trade—if they are satisfactory.

Uncertain brands cannot be depended upon to give satisfaction. Why run a chance? Your trade will drop if you pass off inferior paint. Why handle unknown paint, when you can more easily sell and satisfy your trade with

MARTIN-SENOUR PAINTS

Build up your paint trade by offering them paints known throughout the Dominion as high-class Standard goods. The Martin-Senour Co. make thirty odd trade builders, only two of which are represented on this page. These two are great sellers, at this time of year, when people take great pride in their homes. We will supply you free with printed matter that will suggest to your trade how they can make their homes beautiful by using pure, durable, economical paints.

THE HOME BEAUTIFUL

THE MARTIN-SENOUR CO., Ltd.

Pioneers Pure Paints

MONTREAL CHICAGO

The Winnipeg Paint & Glass Co., Ltd. Winnipeg

The Maritime Paint & Glass Co., Ltd. Halifax, N. S.

THE HOME BEAUTIFUL

Canadian Silver White Enamel

For interior decoration

is superior to any other White Enamel made in Canada and no imported enamel of equal quality can be offered at as low a price.

Your customers, whether **professional decorators, manufacturers** or **householders,** will find it just what they want for decorating large surfaces or small articles.

It works freely under the brush, dries with a brilliant gloss and it will never turn yellow.

To prepare the surface for the enamel, use ISLAND CITY White Primer. Ideal for the purpose, owing to its exceeding whiteness, its great "body" or covering capacity and its surpassing fineness.

MANUFACTURED BY

P. D. DODS & CO.
Limited

AGENCIES

The Western Paint Co. - Winnipeg, Man.
J. H. Morin & Co. - - Toronto, Ont.
The Capital Paint & Oil Co. - Ottawa, Ont.

HEAD OFFICES AND WORKS
MONTREAL

There Could Be No Greater Tribute

to the quality of Bear Lamp Blacks than that paid annually by the largest Paint Grinders in the Country by placing their contracts with us.

Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

For sale by jobbers in paints.

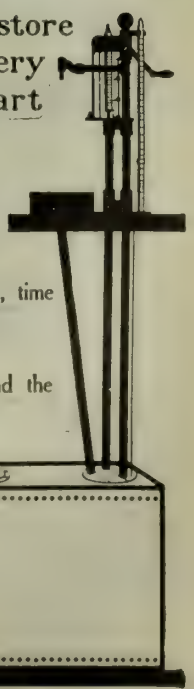
E. FIELDING, AGENT FOR ONTARIO

Wholesale quantities only.

MY BEST FIXTURE

"Of all my modern store equipment the very last I would part with is the

BOWSER
SELF MEASURING
OIL TANK



That's because the Bowser is the biggest money saver—it saves oil, time and labor.

Wouldn't you appreciate this?

It keeps the oil pure, the store clean, and the groceries free from any oily smell.

Wouldn't your customers appreciate that?

Send a postal for Bulletin 5454. It tells how to make oil pay big.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FIFTEEN SWISS RIFLES, $2.00 each for the lot. Box 878, HARDWARE AND METAL, Toronto. (33)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

BUSINESS CHANCES.

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

FOR SALE—Hardware, stove and plumbing business in one of the best towns in Ontario. Stock about $5,000. Address, P. O. Drawer 737, Owen Sound. (35)

GENERAL HARDWARE BUSINESS in the county of Ontario. Good farming and dairy country. Will sell at a rate on the dollar for cash for acceptance at once. Box 867, HARDWARE AND METAL, Toronto. (32)

GENERAL hardware and jewellery business for sale in one of the best towns in Algoma. Owner retiring from business. For full particulars apply to J. G. Kingsbow, Little Current, Ont. (33)

OLD ESTABLISHED HARDWARE STORE and tinware business for sale, located in splendid farming and dairy district. Carrying stock between $7,000 and $9,000. Would sell workshop separate. Would accept low price for immediate sale. Box 872, HARDWARE AND METAL, Toronto (tf)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

A HARDWARE CLERK, young man, to travel in Western Canada—Manitoba and part of Saskatchewan. Box 21, HARDWARE AND METAL, Winnipeg, Man (tf)

SITUATIONS WANTED

ASSISTANT, 29, recommended by employers, 13 years sound experience in the general furnishing and builders' hardware—ranges, grates, tools, etc. Knowledge of books. Apply Box 881, HARDWARE AND METAL, Toronto. (35)

HARDWARE CLERK, 15 years experience in England and Canada, counter or book-keeper. E. Weeks, Sturgeon Falls, Ont. (32)

SITUATION WANTED—By a man thoroughly posted in the hardware and stove business. A1 references. Single. Address Box 880, HARDWARE AND METAL, Toronto. (35)

YOUNG MAN, 25 years of age, good habits, best of reference from wholesale representatives, past and present employers, at present managing retail store, stock $8,000, open for engagement after September 1st. State wages paid in replying. Box 871, HARDWARE AND METAL, Toronto.

YOUNG MAN coming west, has three years experience in retail hardware, can keep books, good references, wants position in wholesale or retail by 1st September. Geo. Petch, Melbourne, Ont. (34)

MISCELLANEOUS

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The Light Touch MONARCH is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King St. West, Toronto, Ont.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept 10 Front St. East, Toronto.

MISCELLANEOUS

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT WANTED—Capable agent required by first rate English house for glaziers' diamonds, with connection amongst wholesale buyers, importers, etc., in the various distributing centres of Canada. Commission only. Box 47, HARDWARE AND METAL, 88 Fleet St., E.C., London, England. (31)

TECHNICAL BOOKS

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto,

SITUATIONS VACANT

A CAPABLE TRAVELING SALESMAN to handle our line of stoves and furnaces in the Province of Quebec. Both languages necessary. All correspondence confidential. The Enterprise Foundry Co., Sackville, N.B. (34)

WANTED—First-class traveling salesman for wholesale hardware house to cover territory from Brockville to Belleville. None but first-class men need apply. Address Manager, P. O. Box 2310, Montreal. (32)

WANTED—A first-class hardware clerk, one thoroughly conversant with all the details of the retail hardware trade. Must be a good stockkeeper. Apply to Drawer 544, Port Arthur, Ont. (32)

TRAVELERS WANTED for small towns and villages in Eastern Ontario and Quebec calling on hardware and implement dealers to handle as a side line the best established line on the market, commission basis. Reply, giving experience and territory covered, Box 879, HARDWARE AND METAL, Toronto. (35)

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions inside.

Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

Not surpassed in Quality or Finish by any brand of Galvanized Sheets on the market.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

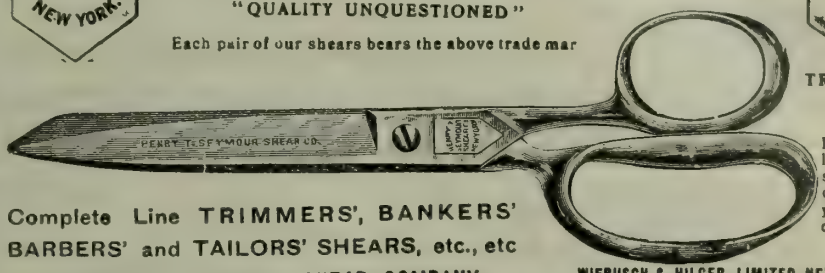
have been the Standard for over seventy yea'

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mar

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS' SCISSORS,
TINNERS' SNIPS, ETC.
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.

NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

The Roofing House of Canada

Leading Lines of Reliable Goods

BLACK DIAMOND TARRED FELT

JOLIETTE and CYCLONE SHEATHING

"GENASCO" READY ROOFING

Get our prices in good time for Spring Trade.

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ....per lb.	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal Extra, 31c. per lb.; No 1. 19c.; 2, 8c.; 3 7c; Langwell's anti-friction metal (special) 1 c.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round ...	0 22
Tubing, seamless base, per lb......	0 22
Tubing iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 25	14 50
Cut lengths, round, bars, ½ to 2 in...		21 00
Plain sheets, 14 oz		21 00
Plain, 16 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base...............		26 00
Braziers' (in sheets), 4x8 base		20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60

Galvanized –	Dom. Crown	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
.....	9 40	9 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square	5 50
24 " "	4 50
" "	3 50
" "	3 30

GALVANIZED SHEETS.

B W. gauge	Queen's Head	Fleur de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20....	3 70	3 50	3 65	..
22-24 ...	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28......	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. .... " 28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		19 25
Middlesboro, No. 3 pig iron..	16 75	19 50
Summerlee, No. 2 " ..	19 00	20 00
Carron No. 1	20 50	....
Carron ,special......	19 50	....
Carron, soft	19 00	....
Cleveland, No. 1	17 50	20 50
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron........	32 00	32 50
Ferro Nickel pig iron (Soo)....		25 00
Angles........... .....base	2 60	2 60
Common bar, per 100 lb......	1 85	1 95
Forged iron	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel...........	1 85	2 05
Sleigh shoe steel............	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel......	0 15	0 15
Toe calk steel................	2 35	2 50
Mining cast steel....	0 07½	0 08
High speed	0 60	0 60
Capital tool steel............	0 50	....
Cammell Laird		0 16
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel..............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 50 32 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C,14 x 20 base	$6 00
IX, 14x20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base..........	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—

I.C., 14 x 20 base.........	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—

I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " } 6 75

Tinned Sheets.

72x30 up to 24 gauge, case lots	25	7 50
" " 26 "		8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 50	3 80
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, 1c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks..................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass....	0 10	0 09¾
" yellow brass	0 08	0 08¾
Light brass...............	0 06½	0 06¾
Tea lead	0 02½	0 02½
Heavy lead...............	0 02¾	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No.1	14 50	14 00
Stove plate...............	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers....	0 07½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p c
Kerr copper alloy disc standard globe, angle and check valves 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c; Jenkins disc and quick opening hot water radiator valves, 7 p c
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged 62½ and 10 p.c.
Kerr N. P Union elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " " ..... "	1 65
No 7 Fuller " " .... "	2 00
No. 4½, " .... "	2 00
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each..............	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC

Bath tubs, 5 feet, 2½ inch rim, $15 50
Roll rim sinks 18 x 30 $7 65
Flat rim sinks 15 x 24 $?; 18 x 30 $?.3?; 18 x 36, $3 5?
Low down closet combinations, $11 50.
Laundry tubs double, complete, $25

HEATING APPARATUS

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Size	Galvanized
⅛ inch........	2 03	⅛ inch........	2 86
¼ "	2 25	¼ "	3 08
⅜ "	2 63	⅜ "	3 48
¾ "	3 16	¾ "	4 31
1 "	4 54	1 "	6 19
1¼ "	6 19	1¼ "	8 44
1½ "	7 43	1½ "	10 13
2 "	9 90	2 "	13 50
2½ "	15 81	2½ "	21 56
3 "	20 76	3 "	28 31
3½ "	26 13	3½ "	35 63
4 "	29 70	4 "	40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron 65; standard bushings, 70; headers, 60; flanged unions 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb... ..	4 50	4 50

STOCKS AND DIES

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping.......................	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead..........................	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 16
Golden ochre "	....	0 10
French " "	....	0 08
Chrome green "	....	0 09
French permanent green"	....	0 13
Signwriters' black "	....	0 15
Marine black, 25 lb. irons..........		0 04½

GLUE

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

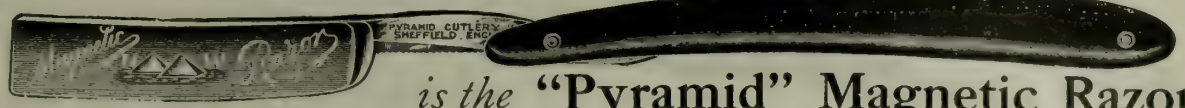
PARIS GREEN.

Barrels	0 16½
25-lb. drums.........	0 17½

PIGMENTS.

Orange Mineral, casks	[illegible]
" 100-lb. kegs........	[illegible]

The Best Seller of Its Class



is the **"Pyramid" Magnetic Razor**

It retails at $2.00 and is a good line to specialize on. For fineness of material, finished appearance and keenness of edge it cannot be surpassed.
Quality is in the goods and so is satisfaction.
LEADING CANADIAN JOBBERS HANDLE IT

Manufactured by

Nixon & Winterbottom, Limited, Sheffield, England

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins.	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 16½
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 69 0 73
Linseed Oil, " raw	0 65 0 64
" " boiled	0 68 0 67

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 35
Decorators' Pure	5 85	6 10
No. 1 Canadian	5 50	5 75
Munro's Select Flake White	6 10	6 35
Elephant Genuine	6 10	6 35
Tiger Pure	5 75	5 85
Monarch (Windsor)		7 00
Essex Genuine		6 60
Brandram's B. B. Genuine	6 75	7 00
" Anchor," pure	5 65	5 90
Ramsay's Pure Lead	5 65	6 00
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		6 00
Robertson's C.P. lead	5 60	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 50
Genuine, 100 lb. kegs, "	5 00 5 00
No. 1, casks, per 100 lbs	4 00 4 00
No. 1, kegs, per 100 lbs	4 50 4 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
" union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 00
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 0

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb	0 40
Tarred Felt, 7 oz., 50 lbs	1 8
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs	1 40
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, bris., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nichel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 70 1 75
Belgium	1 80 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
Iron Clad" paper	2 15
" wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" high	27 50 35 00
Fire clay (Scotch), net ton	4 95

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in. "	6 75
" " 8-in. "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 25
over 12 in. " 3 25
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets. No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—
½ x 5 per gross 2 25
5-16 x 5 " 3 40
Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 50 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 2 lbs	0 95

SASH CORD.

No 12, per lb	0 27

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	0 12

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50 14 00
Plain ship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz	6 00 9 00
Double bit, "	9 60 11 00
Bench Axes	6 75 10 00
Broad Axes	22 25 25 00
Hunters' Axes	5 00 6 00
Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	4 80 6 85

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 53

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, oz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 2

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round 5 inch. per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $5 dozen
Picks, 17 cents per lb.
Pick handles, $1.85 dozen.
Prospectors' hammers, 20 cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

Amatite ROOFING

The Paterson Mfg. Co., Ltd.

MINERAL SURFACE NEEDS NO PAINTING

AMATITE roofs need no painting. The owner need never look at them; they take care of themselves. They are "no-trouble" roofs. They present to the weather a *real mineral surface* against which storm and wind and snow are absolutely powerless. This surface does not require constant painting like the smooth surfaced or so-called "rubber" roofings. The mineral surface is far better than paint.

Of course before Amatite came, the "smooth surfaced" roofings were the best kind to buy. Now that Amatite has been invented and thoroughly tested by years of use, painting a roof is wasteful and unnecessary. The cost of painting a "rubber" roofing from year to year will soon cost more than the roof itself. That is why everybody who knows about roofing is buying Amatite nowadays. *It needs no painting.*

Amatite is easy to lay. Anyone can do the work. Large headed nails and liquid cement come free with every roll.

We shall take pleasure in sending you a sample of Amatite with our compliments upon request. Address our nearest office.

TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N. B., HALIFAX, N. S.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 15 per cent

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

adian discount, 40 p c.

SCREW DRIVERS.

Sargent's ....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.	....	16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	50
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
orm King and safety hangers	....	7 00
' rail	....	4 25
wn	....	4 85
cent	....	6 50
vereign	....	7 25

hicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	....	9 00
" " ⅝ " .... "	....	10 00
" " ¾ " .... "	....	12 00
Leather, 1-inch ......per doz.	....	4 00
Leather, 1¼ " ...... "	....	5 20
Web .... "	....	2 45

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31
Niagara Spray Nozzles, doz	8 30

Less 5 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over	0 10¼
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11¾
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½
Buckworth, per lb	0 10½

VISES.

Wright's	....	0 13½
Berg's, per lb	....	0 12½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	5 00
Buckworth, per lb		0 12

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
C ewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunk steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 5 00
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent

SPORTING GOODS.

CARTRIDGES

"Dominion Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c,

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring, 40c.
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Clauss, 50 and 25 per cent.

PLATED GOODS

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and
Hutton's "Cross Arrow" flatware, 42½ "Singalese" and "Alaska" Nevada ver flatware, 42 p c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40 pruning, 70.
Seymour's, 50 and 10 per cent.

CLAUSS FETLOCK SHEARS

Hand forged from finest steel and welded on a perfect steel forging. Positively guaranteed and if not satisfactory, exchangeable.

MERCHANTS, WRITE FOR CATALOGUE WITH TRADE DISCOUNT.

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.
Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.
Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.
Common, cork-lined, 35 per cent.

EAVETROUGHS.

3 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.
Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream can s and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast...per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00
Japanning, 50c. per doz. extra.	
Prism globes, per doz., $1.20.	

OILERS.
Kemp's Tornado and McClary s Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE
Dufferin pattern pails, 5+ per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

PIECED WARE.
Discount 40 per cent.
10-qt. flaring cup buckets, 40 per cent.
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES
Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 5 and 10

STOVE BOARDS
Lithographed, 60 and 10

OIL STOVES AND OVENS
Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50
Nestable, discount 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common...per doz.	1 22
7-inch "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p c.	

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain and retinned, 75 and 12½.

WIRE

ANNEALED CUT HAY BAILING WIRE.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.
High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.
Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.
Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $3—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 30c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.
$2.25 base f.o.b., Montreal.

GALVANIZED WIRE.
From stock, f.o.b. Montreal — 100 lb., Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2 25; 10, $2.75; 11, $2.80; 12, $2.40; 13, $3.50; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.80; No. 10 gauge, 5c extra; No. 11 gauge, 10c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 40	2 85

F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized		2 75
Plain		2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.
Common doors, 2 or 3 panel, walnut stained, 4-in. style...per doz. 7 80
Common doors, 2 or 3 panel, grained only, 4-in., style...per doz. 8 10

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square "	77 80
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, mproved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS.

Royal Canadian, 11 in.. doz	42 25
Improved Royal Canadian, 11 in	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in	45 75
Ottawa, 3 year, 11 in	52 00
Favorite, 5 year, 1 in	53 00

20 per cent.

MISCELLANEOUS

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cen
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.
Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21 0 22
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet...per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.		27
Wrapping, cotton, 3-ply		0 25
" 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 40
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	2[illegible]
" under 40 lb., "			400
200 lb. and over			00 00

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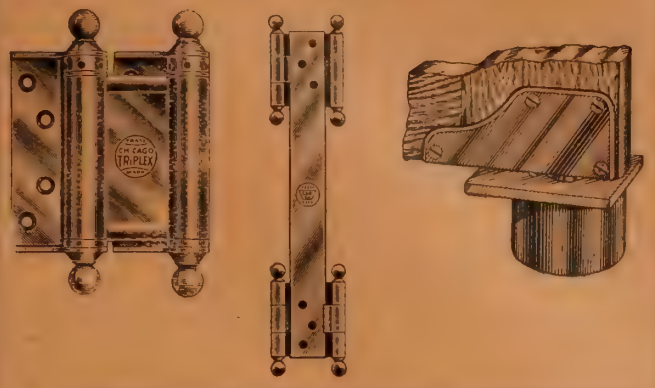

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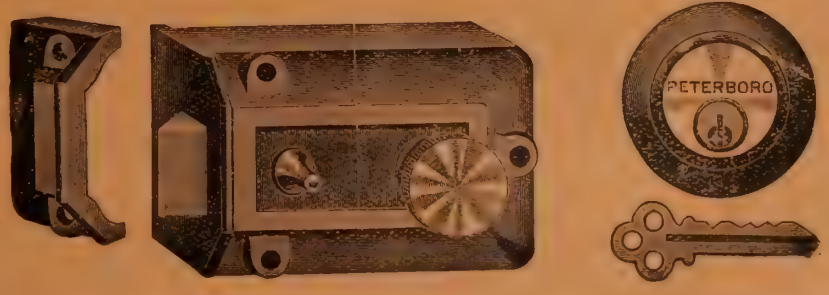

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W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.

Don't Wait for Something to Turn Up. Try a "WANT AD."

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf

THE
STANDARD CANADIAN
COW TIE
(NIAGARA PATTERN)

MADE ONLY BY THE
ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS,
ONTARIO.

When the BEST costs no more,
Can YOU afford to give your Customers
an inferior Cow Tie?

Compare the "NIAGARA" Cow tie with others. It is 10 to 20% stronger, it has EIGHT ADJUSTMENT LINKS — others have four — making it unnecessary for the dealer to carry so many sizes.

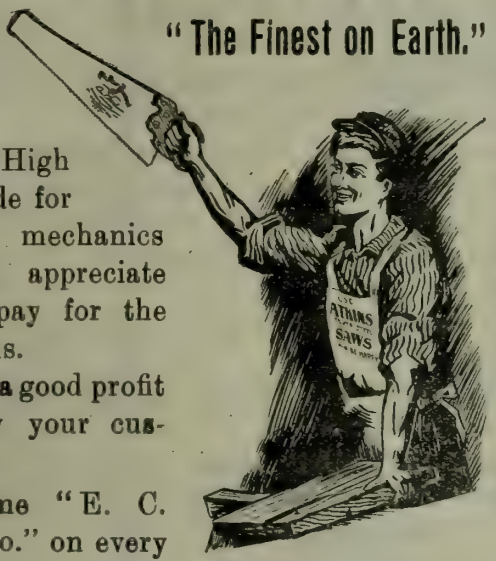
EVERY LINK formed on the principle of the SQUARE KNOT making the STRONGEST CHAIN EVER PRODUCED

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.

ATKINS SAWS

Made in Canada.

"The Finest on Earth."



Strictly High Grade. Made for the best mechanics who want, appreciate and will pay for the Finest Tools.
They bring a good profit and satisfy your customer.

The name "E. C. Atkins & Co." on every blade.

E. C. ATKINS & CO., Ltd.

Hamilton, - Ont.

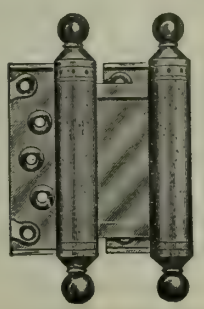
Home Office and Factory, Indianapolis, Indiana, U.S.A.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

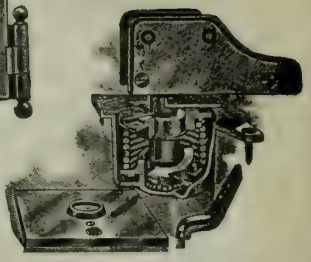
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

ICE CREAM FREEZERS THAT SELL

THEY ARE
Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

THEY EXCEL IN
Easy Running
Quick Freezing
Economy
Convenience
Practical Results

"BLIZZARD"

"LIGHTNING"

"GEM"

THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers

SEND FOR CATALOGUES

NORTH BROS. MFG. CO., - Philadelphia, Pa., U.S.A.

Mr. Hardwareman

Are you aware that the **EASTLAKE METALLIC SHINGLES** are the best steel shingles on the market? Now we are not claiming anything we cannot prove.

"EASTLAKE" STEEL SHINGLES were produced twenty-five years ago—long before any other steel shingle. The roofs that were covered with "Eastlake" shingles that first year are to-day in as good shape as when they were laid—never having needed repairs.

No other galvanized steel shingle can even claim such a record. Remember this fact when others say to you, "My shingles will last a century."

Satisfy your customers. Give them a shingle that has proven itself—that you know will insure the utmost satisfaction.

"Eastlake" Steel Shingles are made by the oldest and largest sheet metal building material firm in Canada—a firm whose policy has been "Protection to the Dealer" from the start.

We also manufacture **Galvanized Cornices, Skylights, Ventilators** and **Finials, Metallic Ceilings, Siding** and **Lath, Corrugated Iron, Conductor Pipe, Eavetrough, Fireproof Glass Windows, Doors,** etc., and Architectural Sheet Metal Work generally.

Write us for catalogue and estimates.

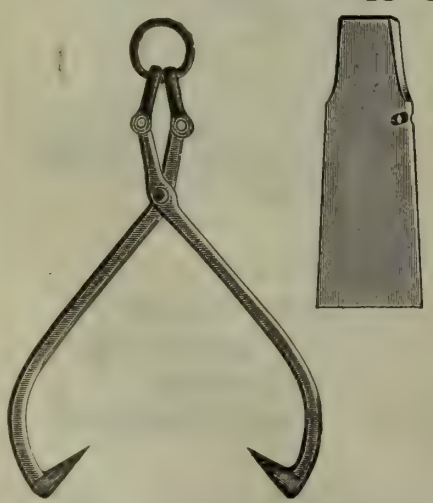
"You know the difference between 'claims' and 'proofs.' Claims MAY hold customers, put proofs WILL hold customers."—*The Philosopher of Metal Town.*

The Metallic Roofing Co. Limited
TORONTO & WINNIPEG

1673

Prepare to Supply the Loggers

As camps are started during the early months of Autumn—usually September and October—Logging jobbers are always in a hurry for supplies, such as:—

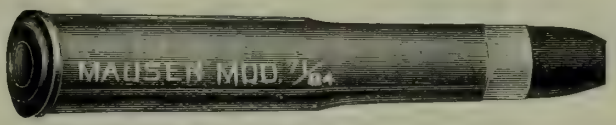


Cant Hook Stocks
Loading Blocks
Skidding Tongs
Saw Wedges
Cant Hook Steel, etc.

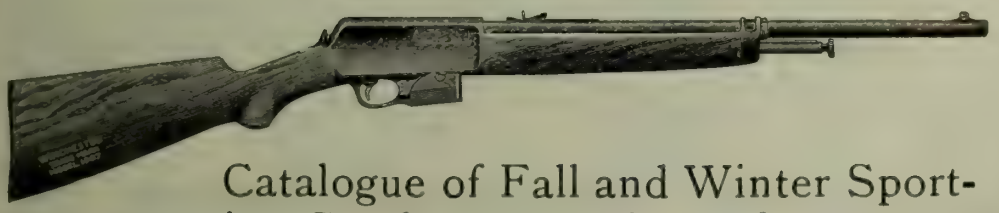
We have a large stock of all these supplies ready for prompt shipment.

Canadian Logging Tool Company, Limited

SAULT STE. MARIE - - - ONTARIO



It is time to replenish your stock in the above lines. We have the largest assortment, and at reasonable prices.



Catalogue of Fall and Winter Sporting Goods now ready. If you want one drop us a post-card.

LEWIS BROS., Limited

Address all correspondence to

MONTREAL

OTTAWA · TORONTO · CALGARY · VANCOUVER

One Hundred Years

AUGUST 2nd., 1809
AUGUST 2nd., 1909
A CENTURY

TRADE MARK

Founded 1809
Incorporated 1904

An honorable business career which few firms in Canada can equal.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

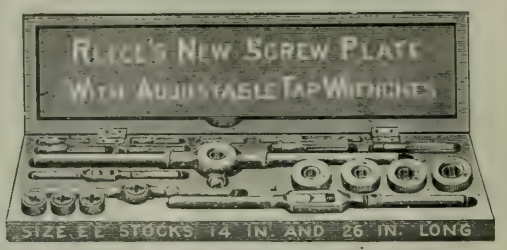
REECE'S NEW SCREW PLATES

Perfect Threads at One Cut

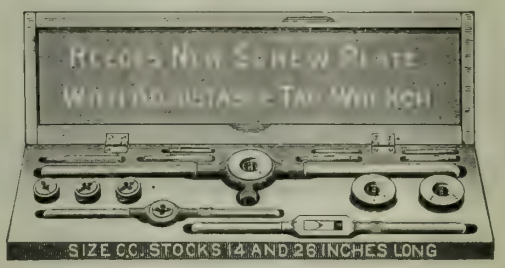
For Efficiency, Quality and Price these Tools have No Equal

The collets in the Reece Screw Plates lock the Dies Solidly, causing them to make clean threads, while the system of construction makes adjustment possible.

Users of these Threading Tools experience no thread stripping, no broken Nuts or other annoying troubles, caused by using inferior tools.



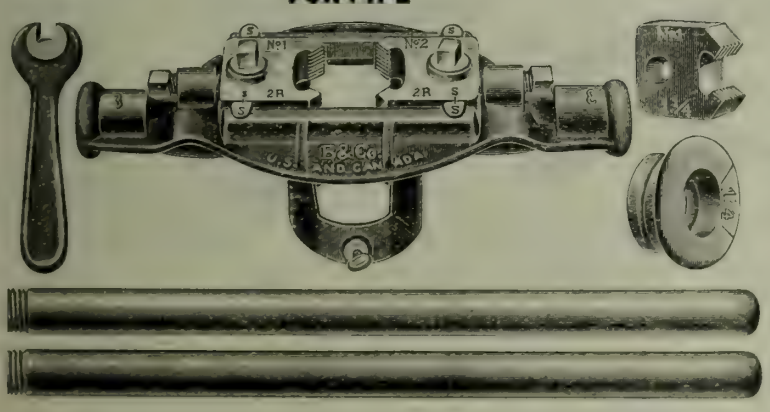
No. E E, Cuts threads on Iron, ¼ to 1" tap wrenches included



No. C C, cuts threads on Iron ¼ to ¾" tap wrenches included.

Armstrong Pattern Stocks and Dies

FOR PIPE



No. 2	**threads pipe"**	¼	**to 1"**
No. 2½	**"**	**"**	½ **to 1¼"**
No. 3	**"**	**"**	1 **to 2"**

These Dies have a double taper, which forms a lead to the Dies, avoiding filing the pipe, making a clean thread with ease.

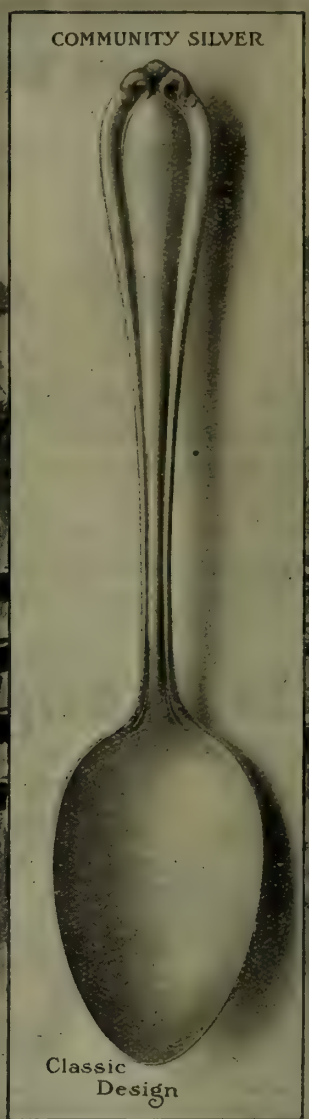
Wholesale Distributors

Caverhill Learmont & Co.

Montreal and Winnipeg

RELIANCE PLATE

Opens a New Field



WHILE COMMUNITY SILVER appeals to those who want the best —

The very low price of Reliance Plate, combined with our guarantee of ten years' wear, makes it the ideal plated ware for outfitting Country Homes, Summer Cottages, etc., etc.

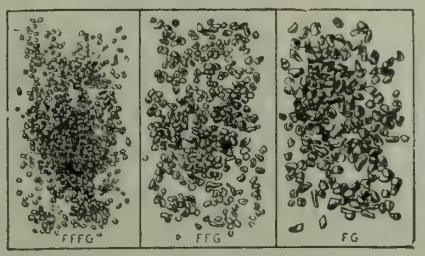
There are big sales in this field, and since the profit on Reliance Plate is the same as on Community Silver — big profits — the dealer who carries Reliance Plate *in addition* to Community Silver gets both.

ONEIDA COMMUNITY, LTD.,

Niagara Falls, Ontario

"Dead Shot"

Sporting Powder



We have the stock. Let us have your order now.

Will get the Game

A triple refined all-round Sporting Powder of the highest quality, manufactured by the American Powder Mills, Boston, Mass.

For the Rifle or Shotgun it is unequalled in reliability.

Smokeless or Black

"Dead Shot" Black can be supplied in 1-lb. or 25-lb. drums.

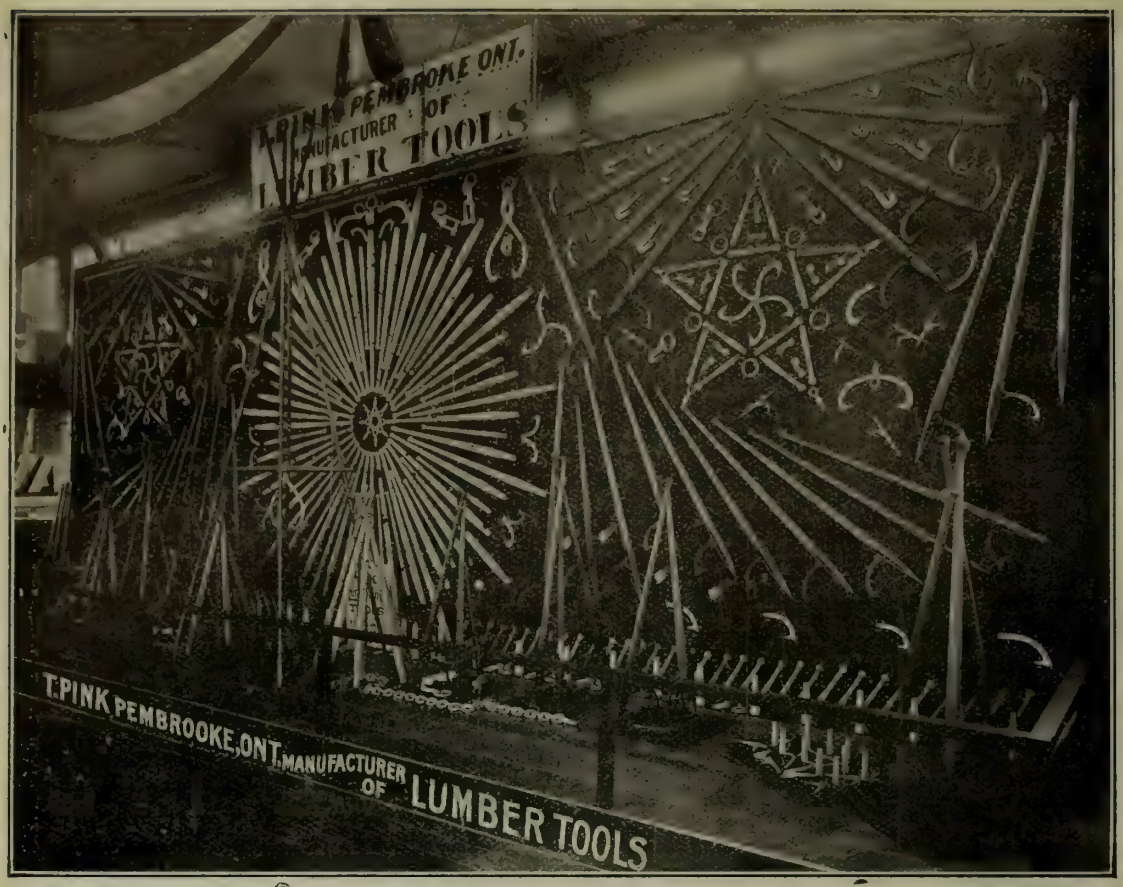
"Dead Shot" Smokeless can be supplied in tins, No. 1, No. 6¼, No. 12½ and No. 25.

H. S. Howland, Sons & Co. Limited

Wholesale Hardware Merchants,

TORONTO

Our Prices are Right. **Graham Nails are the Best.** **We Ship Promptly.**



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

METALS

Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Simonds' "Crescent Ground" Cross-Cut Saws

The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. Montreal, P.Q., Vancouver, B.C., St. John, N.B.

THOMAS BRYAN, Limited

Brushes, Brooms and Woodenware

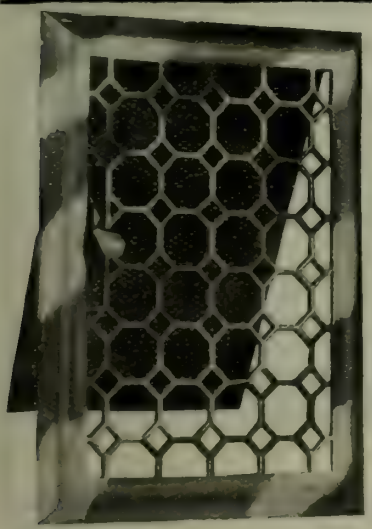
London, Canada.

A profitable and satisfactory line for every Hardware Merchant to sell,

BRYAN'S LONDON BRUSHES.

WESTERN REPRESENTATIVES:

WINNIPEG PAINT AND GLASS CO., Limited, Winnipeg, Calgary and Edmonton



LOOK AT THIS !

Vertical Dominion Wafer Register

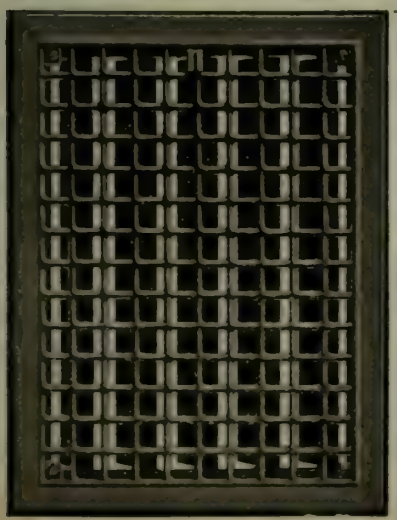
The design is Moorish, the finish first-class and the effect pleasing. This register, which is also built horizontally, is used for first floor rooms, and is drilled ready for insertion of screws to attach to the base-board.

The lever is nickel-plated, and the fans are painted vermilion. The register proper receives two coats of enamel and is thoroughly baked, being ground first of all to a smooth finish.

Let us send you Quotations.

MANUFACTURED BY

A. WELCH & SON, - Toronto, Ont.



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY Co.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. Office: CHICAGO, ILL.

Crescent Brand
Registered

IMPORTANT ANNOUNCEMENT

There is a gradual rise taking place in the value of all commodities.

Deliveries of raw material are not so prompt as they have been.

Good buyers seem to have come to the conclusion that it is good business to anticipate their wants some time into the future.

Authorities have recently expressed their opinion that the balance of this year and next year will be the busiest in the history of Canada.

Only a short time ago it was necessary for buyers to look ahead and anticipate their wants for six months.

PRICES TO-DAY ARE AT THE BOTTOM

There will be a wonderful revival in most all lines of business — none more so than in Steel and Iron Hardware.

We have backed up our belief in an increasing business by building large additions to our plant, installing modern machinery, making large purchases of raw material, and recommend that our **customers buy promptly and liberally** to insure prompt delivery when the rush season opens.

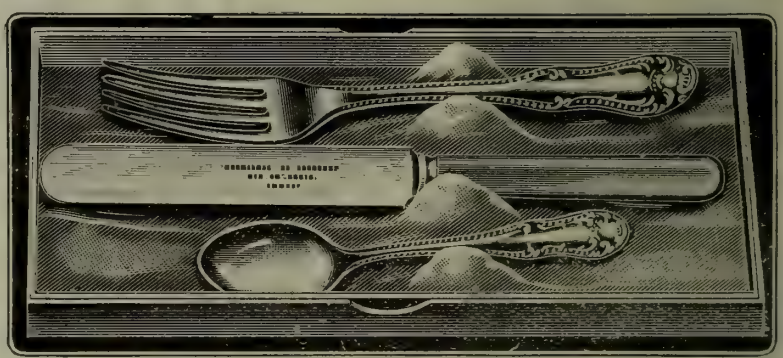
Of course you will want the best; so order Hinges, Butts, Plated Butts, Brackets, etc., etc., from us.

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, ONTARIO

Do Not Overlook the Children!

Here is a dainty set for the little ones. The spoon and fork have high-grade nickel silver base, while the knife is of best English cutlery steel. Three pieces in neat, tasty, satin-lined box—all heavily plated with pure silver, making them very durable.



The McGlashan, Clark Co., Ltd.
Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street; Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

Two Head Brand Razors are perfect in material grinding and finish

THE PATENT PROCESS BY WHICH
"TWO HEAD" RAZORS
ARE TEMPERED IS UNFAILING, MAKING EVERY RAZOR ABSOLUTELY PERFECT. MADE IN FIVE SIZES, SQUARE AND ROUND POINT.
ASK YOUR JOBBER FOR "TWO HEAD" RAZORS.

Made from Highest Grade Sword Steel with keen cutting edge

Write for catalogue and prices

DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.

OUR NEW CATALOGUE

No. 71

TRADE W B MARK

Is just off the Press.

It lists our complete line and if you have not received a copy write for one to-day.

TRADE W&B MARK

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

IT'S RIGHT IN YOUR LINE--WHAT?

The control of the local steel situation. Hardwaremen often complain that the builders' trade is gradually but surely slipping away trom them. You can get it back by

SELLING STRUCTURAL STEEL

which merits your strongest support. No need to "stock up." Every retailer can push our products. Remember every building plan promises an order. Write us at once for turther particulars.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

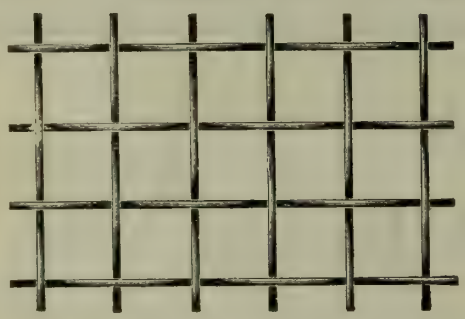
STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



WIRE CLOTH

Special Regalvanized Cloth, for Apple and Fruit Drying
STOCK WIDTHS, 24, 30, and 36 ins.
Other widths and meshes made to order.

Also ½-in Galvanized Netting.
STOCK WIDTHS, 24, 30 and 36 ins.
STOCK LENGTHS, 25 and 50 yds.
Also Wire Cloth and Netting for all purposes.

THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONT. ***MONTREAL, QUE.***

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

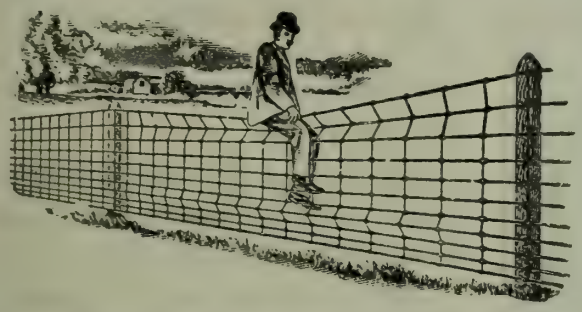
COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

You Cannot Break Down the Stays

This is one of the strongest and most exclusive features about the popular high-class

Dillon Hinge Stay Fence



The hinge relieves any strain on the strand wires. In a straight stay fence the laterals are always being broken by the weather, ice, snow and animals. No fractured wires in this fence. It will stand any test or abuse because the strain is on the hinges only.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Metal Side Walls

Every public building in your town should have metal ceilings and side walls. It is our fault and yours, if they haven't. Let's get after them. Send us the names of people in your town who might be interested in sheet metal interior decorations, and we'll stir them up in your behalf.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

Annealed Hay Baling Wire

supplied in lengths, cut and straightened any size

and

Single Hoop Bale Ties

ALSO

Wire Nails, Wood Screws, Bright Wire Goods

Specify for "Dominion" Goods—Quality Guaranteed

Dominion Wire Manufacturing Co., Ltd., Montreal

"Galt" Flemish Bond Siding

Invisible Seams. ***Real Stone Effect.***

This new pattern, like all other "Galt" Sidings, is original, and is a perfect imitation of a rough stone, laid in a Flemish-bond with tuck-pointed mortar lines.

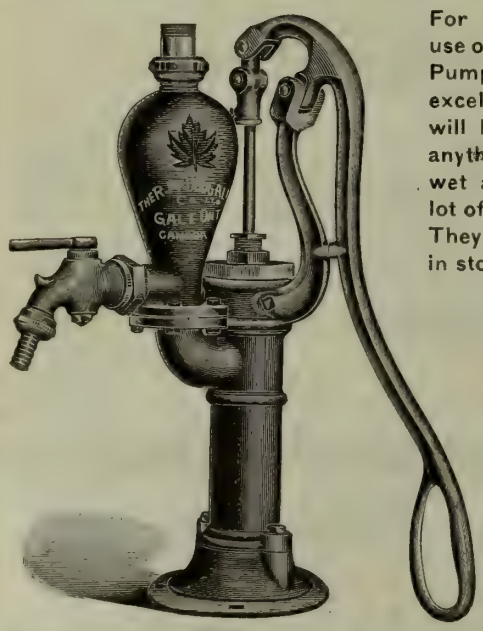
Sheets interlap with a tight seam not noticeable ten yards from the building.

Made in six grades of painted and galvanized steel, in sheets 2, 4, 6 and 8 ft. long by 18 in. wide.

Ask for Catalog B-3

The Galt Art Metal Co., Limited, -- Galt, Ont.

Winnipeg and Regina — Dunn Bros.
Toronto — W. D. Beath & Son
Edmonton, A'ta. — Ross Bros.



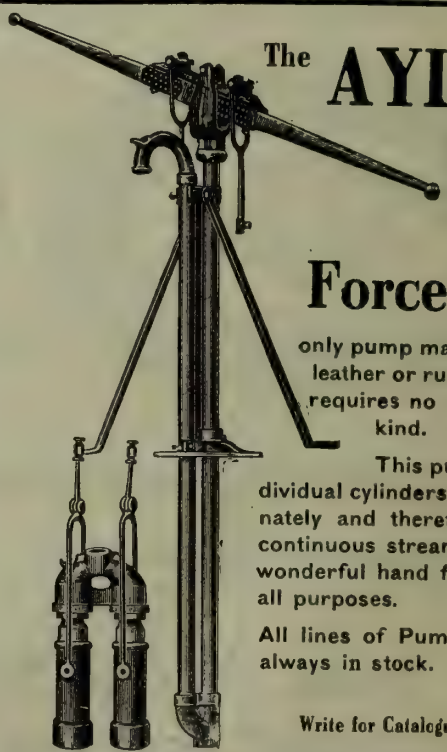
For Contractors use our Diaphram Pumps are unexcelled. They will handle most anything that is wet and stand a lot of hard usage. They are always in stock here and a sample on your floor might be mutually interesting.

Always the "Aremacdee" quality, so you take no chance.

Catalogue? Sure.

The R. McDOUGALL CO.

Galt, Canada LIMITED



The **AYLMER**

Double Cylinder Double Acting Hand

Force Pump

only pump made that has no leather or rubber valves and requires no packing of any kind.

This pump has two individual cylinders working alternately and therefore throws a continuous stream and makes a wonderful hand force pump for all purposes.

All lines of Pumps and Scales always in stock.

Write for Catalogue and Prices.

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

DISSTON

SAWS, TOOLS AND FILES

MADE
SOLD
USED **On Merit**

AND THE CONFIDENCE PLACED IN THE QUALITY AND EFFICIENCY OF THE

DISSTON BRAND

SHALL BE AS WELL-DESERVED IN THE FUTURE AS IT HAS BEEN DURING THE PAST

SIXTY-NINE YEARS

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works PHILADELPHIA, PA.

CANADIAN WORKS: 112 Adelaide St. East, Toronto, Canada

New Hardware Catalogue

We take pleasure in calling the attention of our Hardware Friends to our New Catalogue, which is now ready for distribution, and will be pleased to hear from any of our friends who desire a copy. As we have a **limited number only,** kindly let us hear from you promptly.

We can supply ANYTHING for the Hardware Trade.

CONTENTS:

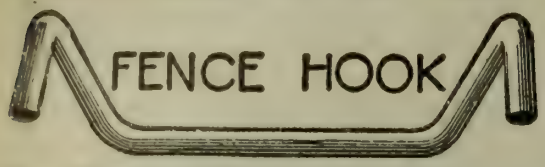
Hardware	Tools	Builders' Hardware	
Cutlery	Hollow Ware	Brass Foundry	
Tinware	Ironmongery	Tool Steel	Chains

T. W. & J. WALKER

J. A. HENDERSON, Agent, Board of Trade Bldg, **MONTREAL, Canada**

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited. - London, Ont.

Martin's Store Ladder
Low Down High

For all merchants that carry merchandise on shelves enquire of E. R. CASE, Toronto

A Few Testimonials

Rockford, Ill., May 27, 1908.

Mr. S. B. Martin, Dalton, Ohio,
Dear Sir,—Ladder is very satisfactory—the new track holds up and were we fitting a "string of stores" we should place your ladder in each one of them.
Very truly,
Hunter Hardware Co.

Toronto, Ont., Sept. 28, 1908.

Mr. S. B. Martin, Dalton, O.
Dear Sir,—We are well pleased with the "Low-Down-High" Ladder you installed in our warehouse some weeks ago. We find same w orksvery easily and smoothly agd makes the work of filling orders from the shelves a very easy matter compared with the old style of ladders. We will be glad to receive quotations for Ladders for other parts of the Warehouse.
Yours truly, T. Woodbridge & Co.

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

HERCULES

Sash Cord

Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

BOY WANTED

ANY BOY in every town and village in Canada can earn many dollars by selling our publications among his neighbors and relatives and business men.

YOU can begin at once. No money needed to start. We will provide you with capital. A watch to the boy who does good work, as special prize.

Write at once to

THE MACLEAN PUBLISHING CO.

10 Front St. E., TORONTO

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

Steel Rules, Gauges Etc.

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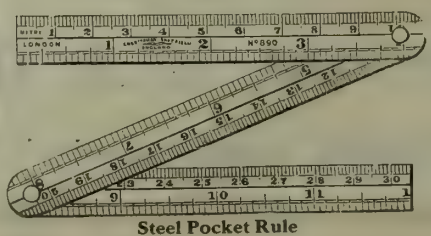
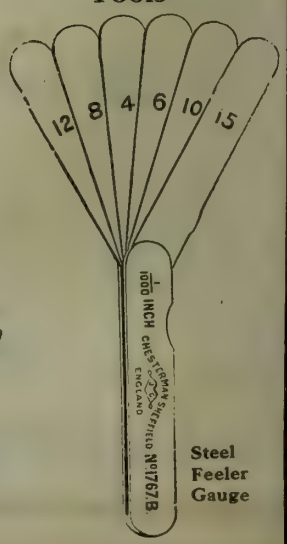


Steel Pocket Rule

Engineers' Small Tools



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ANOTHER GOOD ONE

The Momentum Washer

A step further in Washing Machine progress. A machine that lifts washing from common drudgery to a pleasant occupation.

EASY TO START EASY TO STOP EASY TO RUN

Contains improvements original with us. Requires no fussy adjustments. Simply oil, and it will run easier and last for years.

The combination of lever and balance wheel operating together on steel ball bearings with a natural, easy movement, equalizes and regulates the stroke at any speed you may desire. When once in motion the Momentum, acquired by balance wheel, keeps the machine going with little effort. Agitates the clothes twice as often, and does the work in half the time required by other machines.

Let us show you what it can do.

The Dowswell Manufacturing Co., Limited

HAMILTON, ONTARIO

AGENTS: W. L. HALDIMAND & SON, Montreal; H. F. MOULDEN, Winnipeg.

SEASONABLE LINES

Fig. 395

WATER COOLERS

Nicely Japanned in Fancy Colors
and
Attractively Ornamented.

Nickel Plated Tap.

Made in Six Sizes.

2, 3, 4, 6, 10, 15 galls.

Can also be supplied with
Excellent Carbon Filters
in four sizes only
3, 4, 6, 10 galls.

WATERING POTS

Fig. 397
Japanned in Bright Green and fitted with Patent Rose.
7 Sizes—Quarts: 1, 2, 3, 6, 10, 14, 16.

GALVANIZED
Strong and made to last.
3 Sizes—Quarts: 10, 16, 20.

WRITE FOR PRICES

THE THOS. DAVIDSON MANUFACTURING CO. LIMITED

MONTREAL and WINNIPEG

Another Gillette Money-Maker

For the Hardware Dealer

Our new Pocket Edition is another powerful magnet drawing men to the GILLETTE Safety Razor—and to your store, if you display it.

The Pocket Edition is so compact that it slips, like a card-case, into the vest pocket, or into the side of a travelling bag. The GILLETTE is now the easiest razor in the world to carry, as well as the easiest and most thoroughly satisfactory to use.

It means this to your trade:

Every man who travels (and who does not) will want a Pocket Edition GILLETTE the minute he sees it, or even before that, when he sees our advertisements in the newspapers and magazines. So easy to carry—so safe to use on moving train or rolling boat—convenient anywhere—there is nothing to compare with it for the traveller or for the man on his holidays.

With this added attraction you will sell the Pocket Edition readily to the man who had not quite decided to buy the GILLETTE. You'll sell it, too, to many a man who already has a satisfactory razor, but wants this added convenience.

The pocket case is made in gold, silver or gunmetal, plain polished or richly engraved. Handle and blade box either triple silver plated or 14k gold plated. To sell at from $5.00 to $7.50.

Our advertising is telling the men in your community the advantages of the GILLETTE, and especially of the Pocket Edition, and directing them to the stores that display the GILLETTE signs.

NOW, while the idea is new, is the time to act. Arrange special displays in your windows and on your counters. Introduce the Pocket Edition tactfully to your customers. Get your signs out and up.

There's money in it for you—if you do your part.

THE GILLETTE SAFETY RAZOR CO.

OF CANADA, LIMITED,

Office and Factory, - 63 St. Alexander St., Montreal.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
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ABBEY IMPROVED CHILLED SHOT COMPANY, LIMITED
Sole Manufacturers of Improved Chilled Shot and Makers of Hard and Patent Shot
Newcastle-on-Tyne
Samples sent on application
Before buying elsewhere send for our prices

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PRIEST'S CLIPPERS THAT'S SUFFICIENT.
BALL BEARINGS
SEND FOR CATALOGUE TO
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Webster & Hilger, Limited, special New York Representatives, 106-110 Lafayette Street

ELECTRIC DRY BATTERIES.

TRADE MARK

NINE LIVES

X CELLS are the only Dry Cells which show NINE LIVES.
You'll make money in handling them. All standard sizes.
Electrical Specialties, Limited
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The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
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THE CANADA METAL CO., LIMITED
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GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
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Everybody likes our stove pipe thimbles best, because they are light, strong, cool and fireproof, lined with asbestos, cast iron top to take register for ventilating purposes.
Send for catalogue.
Manufactured solely by
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SURPRISE PATENT
HORSE POKE
The only Poke that will stop a horse. Ask your Jobber, or write
JAMES & REID, Perth, Ont.
Sole Manufacturers
Write us for feed cooker and steel ladder catalogue

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OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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Open to represent a first-class Hardware Specialty. Highest References.

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MONTREAL SMELTING AND REFINING WORKS
Geo. Langwell & Son, Montreal, Que., Can.
Smelters and Refiners of all Metal Products
Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.
Get Quotations

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JAMES PENDER & CO., Ltd.
ST. JOHN, N.B.
Manufacturers of
Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp } Best in Canada
Horse Nails, Etc.

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BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
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The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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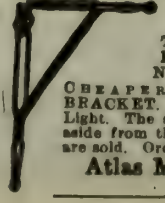
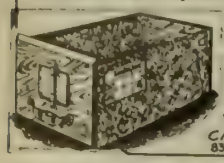


Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.
Atlas Mfg. Co., New Haven.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
83 Richmond St. W. Toronto.

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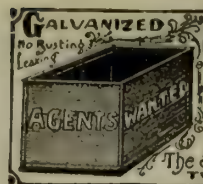

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Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.

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TWEED, ONT.

VENTILATORS.

Ventilators and Chimney Cowls

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

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Make ONE POUND of TOOL STEEL EQUAL 10 LBS. in FORGED tools.

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All kinds—All sizes.

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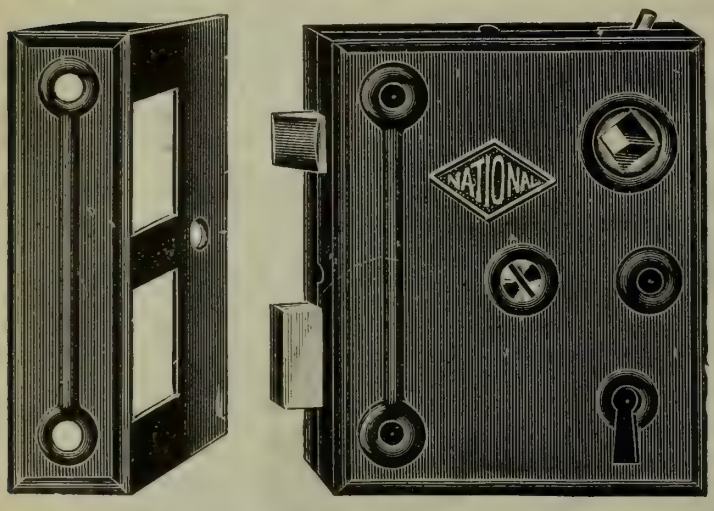
STEEL RIM LOCKS

They are the strongest, safest, most durable rim locks manufactured—Ask for the **National Brand**—made in Canada—



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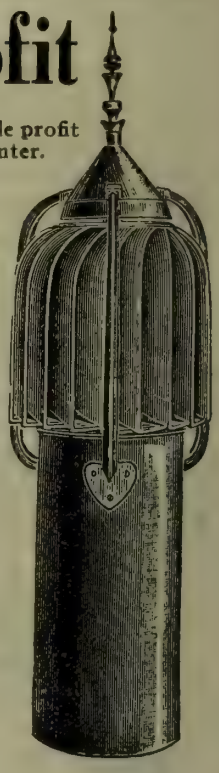
ORILLIA ONTARIO CANADA

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter. We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



J. W. Harris Rotary Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

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J. W. Harris Mfg. Co., Ltd.,
Montreal

Dear Sirs,--

We have been using several of your "J. W. Harris Rotary Ventilators" for the past five years, and we are glad to say that they work very well and answer to all the purposes for wh'ch we have bought them.

They have always given satisfaction.

Yours truly,
H. GODIN, General Manager
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Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

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Works: Don Speedway, also Victoria St., - - - TORONTO

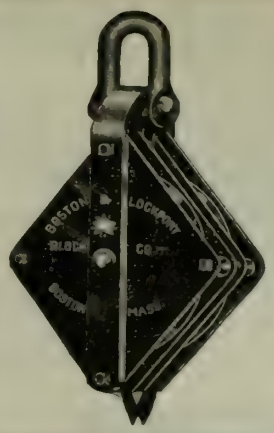
NEPTUNE UNRIVALLED
PATENT STEEL WIRE

is the Strongest, Most Elastic and Most Economical Wire on the market. The 12½g. and 14g. will save you over 60 per cent. as against Nos. 8 and 10 gauges ordinary wire. Does not sag in summer nor snap in winter.

	Breaking Strain	Length per 100 lbs.
"NEPTUNE UNRIVALLED," 12½g	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g	1125 lbs.	471 yds.
"NEPTUNE UNRIVALLED," 14g	730 lbs.	2000 yds.
Ordinary Galvanized Wire, 10g.	720 lbs.	729 yds.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerk, M. E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal



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ASSURE
BEST — QUALITY
ALL STYLES

FOR MANILA ROPE \ EXTRA HEAVY PATTERNS / FOR WIRE ROPE

On Sale By All Leading Dealers

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of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

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To Secure Good Results
Buy it for

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TONKS, LIMITED
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SPECIALS
Casement Adjusters and Fasteners
Panic Bolts, Hinges, Door Furniture
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EVERYTHING IN BRASS AND COPPER

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H. F. McINTOSH & CO., Representatives
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BLACK JACK
QUICK, CLEAN, HANDY

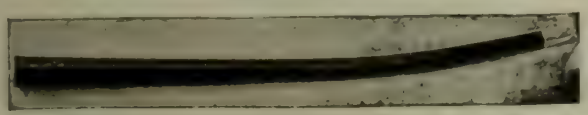
TRY IT.

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

ATTENTION!

The HERCULES reinforced shaft splice is the best adapted and the strongest and simplest for repairing broken shafts on the market.



A Post Card sent to us will give you all information.

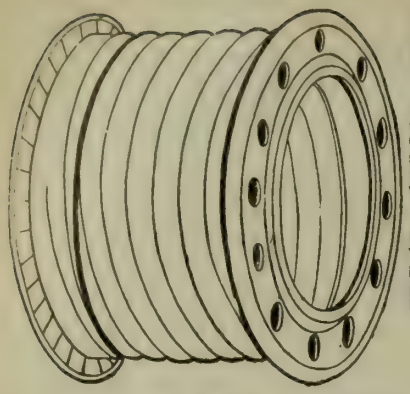
THE HERCULES SHAFT-SPLICE CO.
STRATFORD ONTARIO

LET US HELP YOU MAKE MONEY

Write to-day for particulars of our proposition to hardwaremen and secure the agency for

"THE EMPIRE LIGHT"
(Burns coal oil)

The Empire Light Co., Limited
16 Victoria Square - MONTREAL



O.K. Thimbles

Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both Floors and Partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers,

METAL SHINGLE & SIDING Co LTD.
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When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

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ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

CANADA FOUNDRY COMPANY
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Power Appliances of All Kinds

Complete Power Plants
Steam, Gas or Electric

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
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The Chicago Heat Regulator

If too hot lowers the damper, if cold it raises it. Saves coal, health, time and patience. Works the damper automatically. Thirty days free trial. Profitable line for the hardware trade.

Full particulars in free booklet.

We also make tub stands—curtain stretchers—clothes bars—ironing boards, etc.

Otterville Mfg. Co., Limited
OTTERVILLE, ONTARIO

JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

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BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

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Sole Agents for Canada

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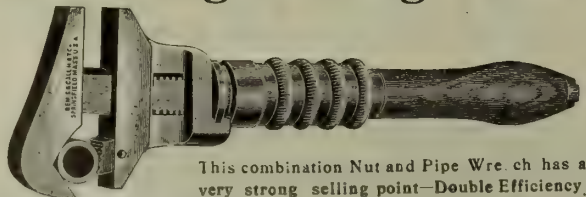
A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic it saves him time and trouble. You can sell a lot of these wrenches—Make a start by writing to-day for our catalog.

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THEY ARE ALWAYS PERFECT

DIAMOND BRAND FITTINGS

THEY ALWAYS SELL AND SATISFY.

—WHOLESALE ONLY—

OSHAWA STEAM & GAS FITTINGS CO., Limited
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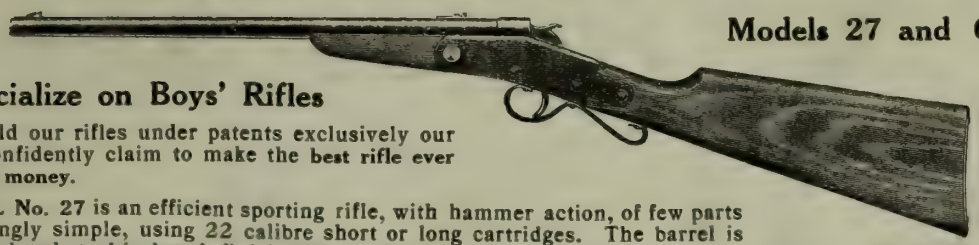
Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the best rifle ever built for the money.

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. Price $2.00.

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. Price $2.25.

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THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

H. BOKER & CO.'S "RADIUM"

A GENTLEMAN'S RAZOR

A Real Razor—a Man's Razor—and as perfect a razor as human skill can produce. The "Radium" is an honest razor—hand forged from the finest Sheffield steel by men expert in their craft, and is a masterpiece of the steel maker's art. It passes through many operations, the most skilful experts being employed in every department. It will last a lifetime with ordinary care and will give you the easiest, smoothest and most delightful shave you ever had, a real shave—not a scrape.

Write for our free booklet

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McGill Cutlery Co., Reg'd — P. O. Box 366, Montreal

Our Electric Welded Chains

have shorter links than the knotted chains and are alsos moother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

THE WHITE MOP WRINGER

is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

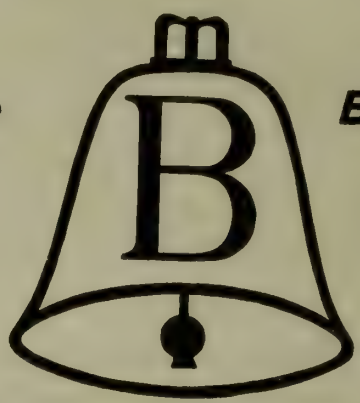
Order from your jobber or from us.

WHITE MOP WRINGER CO.

Fultonville, New York

This Trade Mark Insures Genuineness Originality Perfection Satisfaction

Horse Shoes

Belleville  **Brand**

Belleville Iron & Horseshoe Co., Ltd.

Manufacturers of

BAR IRON AND HORSE SHOES

SUCCESSFUL ADVERTISING,

HOW TO ACCOMPLISH IT.

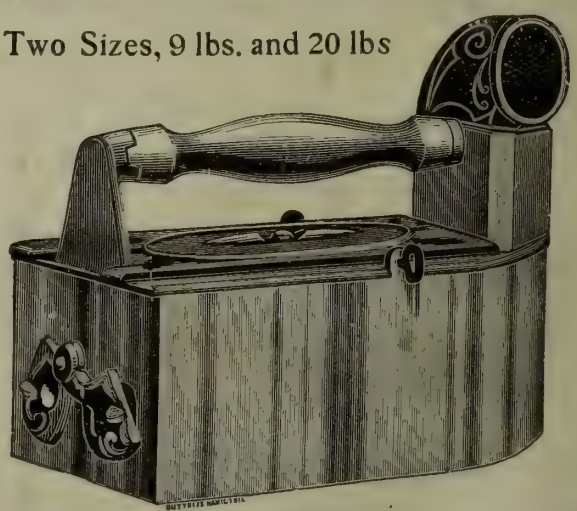
By J. Angus Macdonald.

Practical Work for Advertiser and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY." It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad. Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

MACLEAN PUBLISHING CO., - Technical Book Department, - 10 Front St. E., Toronto

Double Flue Charcoal Irons

Two Sizes, 9 lbs. and 20 lbs



Our Charcoal Irons are all supplied with loose grate and removable top with key pin at end, made either polished and japanned or polished and nickel-plated.

We also make SAD IRONS, TAILORS' IRONS and TROY POLISHING IRONS

Write for our HARDWARE SPECIALTY CATALOGUE.

The Burrow Stewart & Milne Co., Ltd. - Hamilton, Canada

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TROY, N.Y.

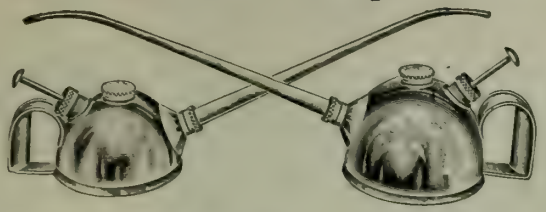
Chains
Halters
Horse Tie
Snaps of all kinds
Jacks

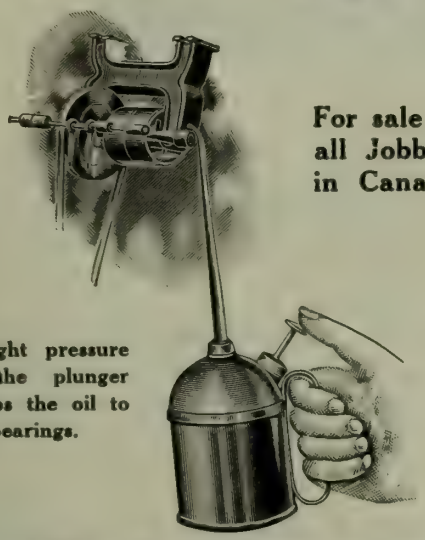
SQUARE COVERT BRAND

Square Brand of Harness Hardware

Look for this Trade Mark on all Genuine Covert Goods

Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

BUTLER'S

FAMOUS

Sheffield Cutlery

AND

Electro-plate

CABINETS AND CASES OF CUTLERY AND PLATE.
PRESENTATION OUTFITS—PRIZES FOR SPORTS.
SPOONS AND FORKS; FISH AND DESSERT SETS.

"BUTLER" was Reg'd a Trade Mark A.D. 1768

Sole Makers of — REGISTERED — Butler's "KEEN" Razors, "Cavendish" Brand of Table Knives, Carvers and Plate.

HIGHEST AWARDS — SPECIAL MENTION

George Butler & Co.'s

LONDON SHOWROOM:
62 HOLBORN VIADUCT, E.C.
(OVER SNOW HILL STATION)

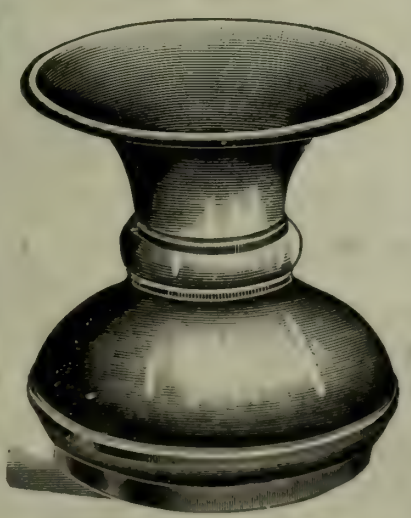
MANUFACTORY:
Trinity Works, SHEFFIELD, England

What Do You Think of This?

Here is a sample of our extra heavy self-righting polished brass (or nickel plated)

Cuspidor

The height is 9 inches and the diameter 8⅞ inches. This is only one of our representative and reliable range.



Write for our Catalogue

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McIntosh & Co., 51 Yonge St., Toronto

"Brantford" "Roofing" Assistance

We give our agents the right kind of assistance.

A big advertising campaign in leading farm papers makes "Brantford Roofing" well known all over Canada.

All enquiries we receive from advertisements are turned over to dealers for their personal solicitation.

Handsome catalogs and samples supplied to dealer for distribution to prospects.

Electros of a special series of retailers' ads. supplied free to all who will insert them in their local papers.

Just write us for further details.

Brantford Roofing Co., Limited
Brantford - Canada

Montreal Branch: 300 St. James St., Montreal, Que.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

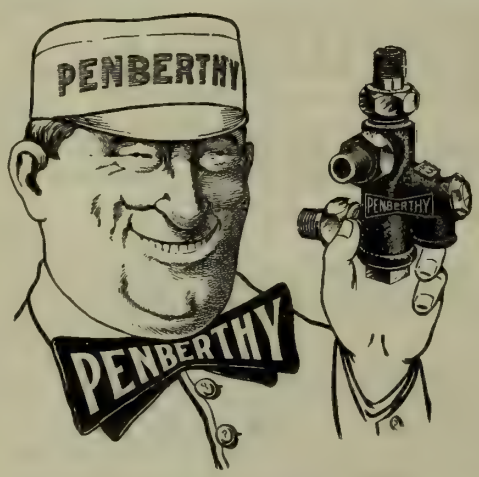
¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



A Penberthy Catalogue
A Penberthy Discount Sheet
A Penberthy Stock of Goods

MAKE A PROSPEROUS HARDWARE MERCHANT

WRITE US FOR THE CATALOGUE
YOUR JOBBER WILL DO THE REST

PENBERTHY INJECTOR CO.
Limited
WINDSOR, : : : : : ONTARIO

Bone Cutters

This is a favorite size. We make other sizes, from

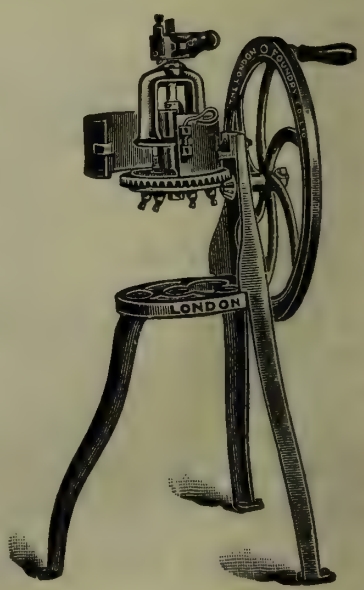
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.



Send at once for catalogue and prices

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

What Your Customer Wants

He wants Genasco Ready Roofing.

Nobody likes to buy "a pig in a poke." He wants to know what he's getting and make sure he is getting the worth of his money,

Every one of your customers knows beforehand just what he gets In

Genasco

Ready Roofing

Assure him it's made of Trinidad Lake Asphalt. He knows Trinidad Lake Asphalt is the greatest weather resister known. Tell him it makes Genasco proof against sun, air, rain, heat and cold; and makes it lasts longer than all roofings made of—who can tell?

Genasco is an easy seller; a business getter; a profit bringer and a customer maker. Are you getting your share? Begin to-day. Write for samples and full information.

Mineral and smooth surface. Backed by a written guarantee.

THE BARBER ASPHALT PAVING COMPANY

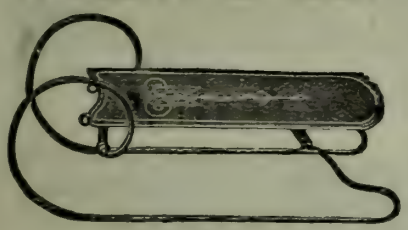
Largest producers of asphalt and largest manufacturers of ready roofing in the world.

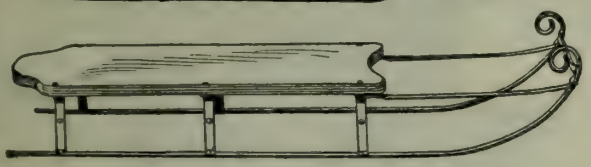
PHILADELPHIA

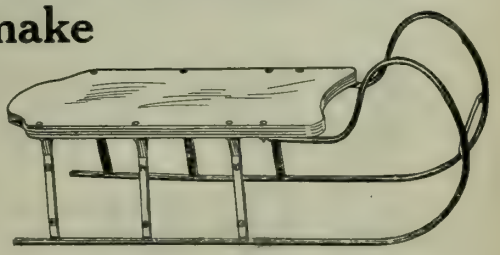
NEW YORK SAN FRANCISCO CHICAGO

GENASCO · THE STANDARD OF EXCELLENCE · TRADE MARK REG. U.S. PAT. OFF.

We have an interesting proposition to make







Here Are Three Representative Lines of Gendron Sleighs

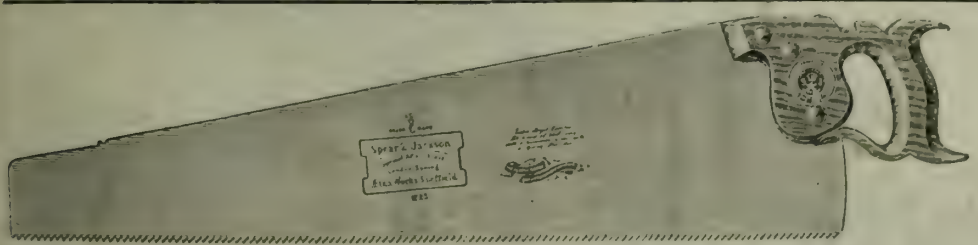
(Made in Canada)

There is no better or more profitable line of reliable goods for hardware hustlers to handle. The cuts on the left show No. 1150 and No. 1171 sleighs. The runners are made of crescent steel and the braces and supports of steel band. The cut on the right shows our No. 1172. Like the others the runners and supports are the same, while the top is of wood handsomely painted and striped.

All Gendron Sleighs Are Strong, Dependable, Ready Sellers

The Gendron Mfg. Co., Limited

Toronto - - - - - - - - - - - - Canada



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

GALVANIZING

HOT

or

Electro

Process

Best

Work

Fair

Charges

Quick

Results

The

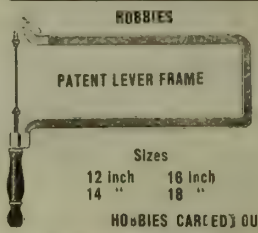
Canada Metal Co.

TORONTO LIMITED

WRITE US

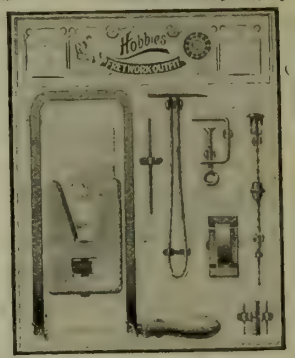
HOBBIES TOOLS are "ALL BRITISH"

HOBBIES LIMITED are the only manufacturers of Fretsaw Blades Hand Frames and Fret-cutting Machines in the United Kingdom. Lists and terms will be sent on application.



Sizes
12 inch 16 inch
14 " 18 "

HOBBIES CARDED OUTFITS



These Outfits are made in many sizes. All tools are attached by steel clips.

HOBBIES FRETSAWS

Nine sizes supplied.

BRITON FRETSAW

This is the cheapest Fret-cutting Machine in the world. Many other Fretsaws are manufactured by HOBBIES LIMITED.

HOBBIES LIMITED in response to numerous inquiries have sent their representative, MR. C.R.BLOXAM, to Canada; he hopes to call upon the principal Ironmongers, Hardwaremen and Tool Merchants:—Letters may be addressed to him, c'o. The MacLean Pub. Co; Montreal. Eastern Town'p Bk. Bldg; Toronto, 10 Front St.E; Winnipeg, 511 Union Bk.Bldg.

HOBBIES LIMITED MANUFACTURERS, DEREHAM, ENGLAND

"Early Bird" Cooking Stove

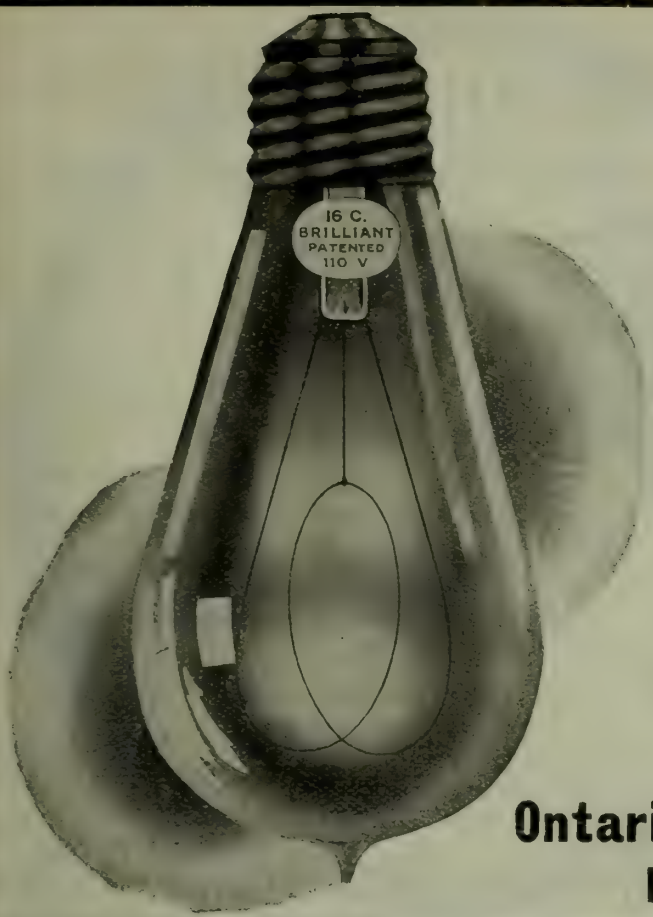
For Hard or Soft Coal. Made in one size only, No. 8, and not supplied with reservoir.

SOLD AT A REMARKABLY LOW PRICE

Send for our new Stove Catalogue and Price List

The Jas. Smart Mfg. Co., Ltd.

Brockville, Ont. Winnipeg, Man



QUALITY

is the first consideration in the manufacture of our

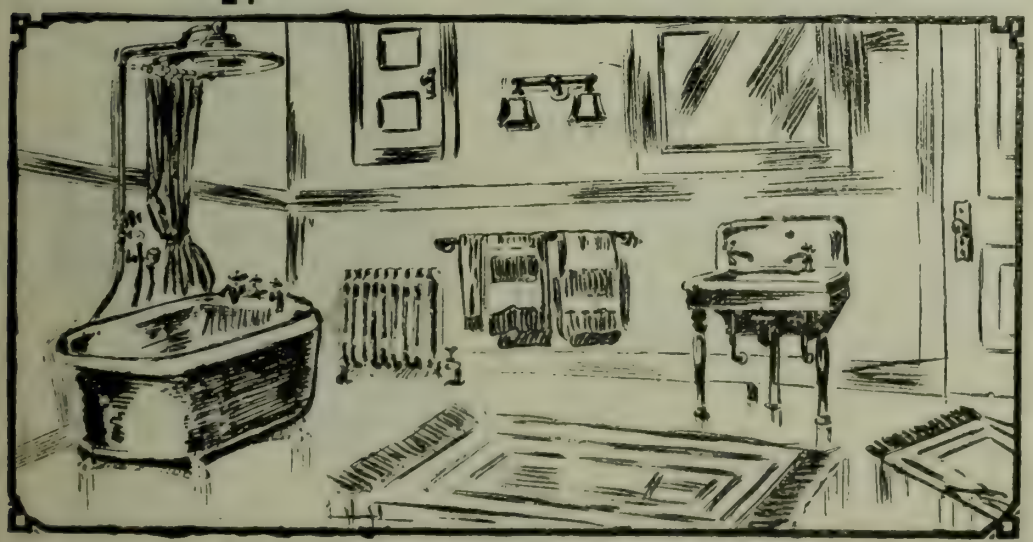
"BRILLIANT"
AND
"SHELBY"
INCANDESCENT LAMPS

They are all carefully selected and fully guaranteed

MANUFACTURED BY

Ontario Lantern & Lamp Co., Ltd.
Hamilton, - Ontario

BATH ROOM SUPPLIES



The Right Goods at Right Prices

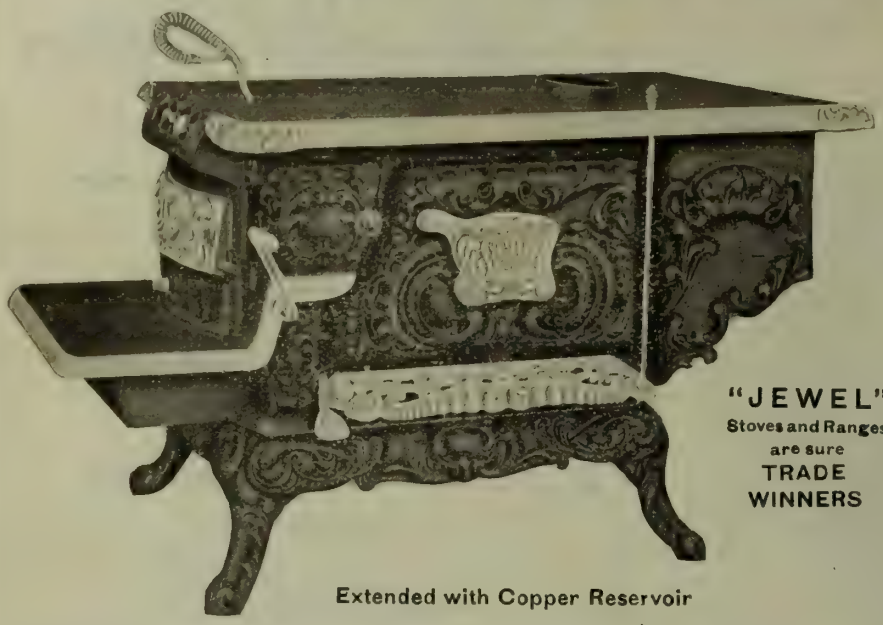
The demand for better and handsomer furnishings for the Bathroom is growing every year.

Our lines are made of material and workmanship,—the best, to give that **lasting satisfaction** so essential in goods of this kind.

BATHS LAVATORIES CLOSETS
SHOWERS LIGHTING FIXTURES

The JAMES MORRISON BRASS MFG. CO., Limited
93-97 Adelaide St. West *TORONTO*

"JEWEL" Stoves and Ranges



"JEWEL" Stoves and Ranges are sure TRADE WINNERS

Extended with Copper Reservoir

HOME JEWEL COOK

FOR HARD OR SOFT COAL OR WOOD

THE OVEN of the Home Jewel is made of one piece of **SHEET STEEL** braced with cast iron to prevent warping.

The fire box is large and deep and fitted with Duplex Grates. Special Wood Fire Back supplied when wanted.

Made in two sizes, Nos. 8 and 9.

Square or with Reservoir. Plain or nickelled.

Six of Oven 18 x 18 x 12 in. Size of Coal Fire Box 15½ x 8 x 8½ in. Wood Fire Box 22 in. long.

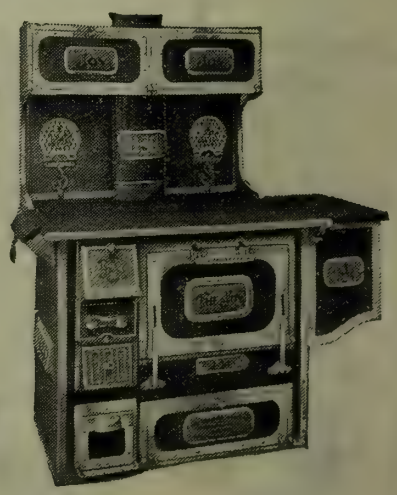
MANUFACTURED BY

The Burrow, Stewart & Milne Co., Limited, *HAMILTON, ONTARIO*

For Fall Stove Trade

There is no more useful, serviceable, quick-selling, satisfaction-giving and permanently pleasing article than the

Joy Malleable Iron Range



The reservoirs are made of 16 oz. cold rolled copper encased in a polished steel jacket, and having a Malleable Iron top, flush with top of range, which may be utilized as a shelf without in the least injuring the reservoir. The reservoir is fitted to the right-hand end, or back end of the range, and is heated by means of a copper pocket which fits into a steel pocket. It holds 15 gallons of water, which is heated sufficiently for all household purposes. The reservoir may be taken off instantly without removing a bolt or interfering with the operation of the range.

IT WILL BURN EITHER COAL OR WOOD

The CANADIAN HEATING & VENTILATING CO. LIMITED

Owen Sound, Ontario

Western Agents: Christie Bros. Co., Ltd., Cor. Henry & Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C.

WE
SOLICIT
YOUR ENQUIRIES FOR

STEEL
OR
WIRE

A few of the thousand commodities

Wire for every purpose
Springs all kinds
Nails and Tacks
Electrical Cables
Wire Rope all constructions
Structural Steel
Bars
Rails
Plates

United States Steel Products
Export Co.
Montreal

AIR-TIGHT HEATERS

THESE are just the thing for warming up the home in the approaching chilly evenings. We have the largest stock of styles and sizes in Canada. Look over your stock and let us know what you want we will have it.

PREPARE FOR THE DEMAND!

McClary's

London Toronto Montreal Winnipeg Vancouver St. John, N.B. Hamilton Calgary

KEEP RIGHT ON SELLING

Dominion Ammunition without boosting it, and watch it boost itself. Or stack it up against the best duty-paying ammunition you can buy, and see which lasts the longest.

Dominion Improved and ***Proved*** cartridges and shot shells are every one a graduate from the Dominion System, the newest and severest testing system in the world of ammunition.

YOUR CUSTOMERS WILL DEMAND

Dominion Improved and ***Proved*** Ammunition, because it is *Better,* and because it costs less, being *Made in Canada.* For any size and make of gun, and *Guaranteed Sure.* Ask for catalogue.

DOMINION CARTRIDGE CO., LTD.
Montreal, Canada

DOMINION
IMPROVED AND PROVED
AMMUNITION

KEMP'S ROYAL NICKEL PLATED TEA KETTLES

EACH KETTLE PACKED SEPARATELY IN A CARDBOARD BOX

Made of Finest Sheet Copper, Heavily Nickeled. Bodies and Bottoms Stamped in One Piece.

Spouts Double Seamed to Body. With Handle Stops on Ears.

CASE LOTS OF 1 DOZ. KETTLES

Pit Bottoms ..... No. 7, 8 and 9
Flat Bottoms ..... No. 70, 80 and 90

PRICES ON APPLICATION

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., WINNIPEG

THE KEMP MFG. CO., Limited
39 St. Antoine Street, MONTREAL, Que.

Ontario Hardwaremen to Visit Montreal

List of Those Likely To Join the Excursion Party to Montreal by Boat from Toronto on August 23—About 100 To Be In The Party—Calgary Paper Comments on the Recently Organized Alberta Hardware Merchants' Association.

As the date for the Retail Hardware Excursion to Montreal approaches interest in the event increases and Secretary Wrigley, Toronto, has been kept busy with correspondence regarding the event. The excursion particularly appeals to hardware merchants in Western Ontario, offering them an opportunity to enjoy a splendid holiday trip to Montreal, and consequently most of those who will make the trip will be from the western portions of the Province.

Up to the present time about seventy-five reservations have been made and a sufficient number of others have signified their intention of going to ensure the party numbering over the hundred mark. The secretary has reserved state room accommodation for one hundred and it will be seen therefore, that any who are planning to join the party should secure their reservations at once. As has been stated before, the rate of $19 is the lowest quoted for many years on the R. & O. during the summer season and several dollars less than the lowest regular rate.

A partial list of those who expect to be included in the party is as follows. John Douglas and wife, Wroxeter; C. W. Conn and wife, Tillsonburg; J. S. Hall and wife, Toronto; F. W. Otton and wife, Barrie; J. Walton Peart and wife, St. Marys; W. J. McMurty and wife, Galt; D. Cinnamon, wife and child, Lindsay; R. H. Greig and wife, Streetsville; J. S. Willoughby and wife, Cookstown; Wm. Conrad and wife, Waterloo; A. Hobbs, wife and Mrs. Hillman, Elora; T. B. Bradley and wife, Latchford; D. Brocklebank, wife and two friends, Arthur; E. Brocklebank and wife, Arthur; R. C. Chown and wife, Belleville; M. S. Madole and wife, Napanee; Frank Taylor and wife, Carleton Place; W. F. McPherson and wife, Prescott; M. Adams and wife, Picton; Weston Wrigley and wife and three friends, Toronto; W. C. McFarland and wife, Toronto; T. Mallard and wife, Toronto; J. R. Myers, wife and son, Stratford; W. S. James and sister, Niagara-on-Lake; T. A. Squire, mother and friend, Brantford; W. J. Bell, wife and friend, Beaton; W. H. Richardson and wife, Essex; W. P. Robinson and sister, Toronto; A. W. Humphries, Parkhill; F. McPherson, Blyth; J. R. Hambly, Barrie; John Caslor, Toronto; F. G. McBrien, Toronto; H. T. Hunter, Toronto; S. L. Adolph, Listowel; A. M. Watts, St. Catharines; W. L. Parrish, Port Perry; Robt. Smith, Bolton; M. Brocklebank, Toronto; T. N. Dunn, Ingersoll; H. B. McCarty, Ingersoll.

About thirty-five others have signified their intention of joining the party but have not yet made definite application for state room reservations.

Pointers About Montreal Excursion.

Members taking in the excursion will wear the same badge worn at the Hamilton Convention. Ribbon badges will also be available for ladies and new members.

Reservations for the return trip will be made by each excursionist. The return trip can be made any time before the close of the season but those desiring to return on Saturday, August 28, will do well to make reservation at once as the boat will be crowded that day.

Members desiring to make up a party going to Quebec on Aug. 27 or 28 and returning two or three days later can get in touch with others by notifying the Secretary. The rate by R. & O. boat is $7.50, berth for two nights included.

A sheet of popular songs adopted to the occasion will be distributed on the boat and every one in the party will be expected to help in making the social side of the excursion a success. Supper will be served at 5.30 and in the evening about an hour's stop will be made at Charlotte, near Rochester.

The Program at Montreal.

The committee in charge of the program at Montreal have not yet completed their work so announcement cannot be made at present. Some enjoyable and educational features are being included, however, and in addition to the official program the various jobbers and manufacturers will keep open house. The program will be a good one and there will be something to do every hour on Wednesday, Thursday and Friday, the three days planned to be spent in Canada's great metropolis.

ATTRACTING WIDE ATTENTION.

The Ontario Retail Hardware Association excursion to Montreal the week of August 23, is attracting wide attention, one application for information regarding the event having come from Miss L. Dusenburg, manager of the Kitchenware department for Treman, King & Company, Ithaca, N.Y. The Trade Gazette, Calgary, also comments favorably on the proposed excursion in the editorial pages of its August issue, reproducing the college yell which will be worked off on the excursion.

ABOUT THE ALBERTA ASSOCIATION.

The following from the August number of the Trade Gazette, Galgary, regarding the Alberta Hardware Merchants' Association, is interesting:

"Now is a good time for hardwaremen in the Province of Alberta to search the horizon for the ghost of the Alberta Hardware Merchants' Association, which was organized a little over a year ago. An association was REALLY organized and temporary officers were elected. Permanent officers were to be elected at a subsequent meeting. That meeting has not been held.

"We believe the Hardware Dealers of the province would support a Provincial Organization. We believe there is now a small balance in the treasury of the dwarfed infant organization born a year ago. We know that last February a delegation of leading hardware merchants of Calgary went to Edmonton in an effort to complete the organization of an Alberta Provincial Association. They did not succeed for the same reason that success did not crown the efforts to organize an association last year. We would not venture to say that the gentlemen in Edmonton who control the wholesale markets and at the same time operate competitive retail establishments were nursing a spirit of jealousy. They are, nevertheless, strongly opposed to a Provincial Association of Hardwaremen. They say the association would be a good thing for the hardware dealers, generally. They oppose it, however, because under present conditions they themselves have nothing to gain. Their opposition is all the more significant, because without their influence it may be impossible to form a Provincial Hardware Merchants' Association for some time. Our friends in Edmonton have wittingly blocked the formation of a Hardware Association, and in doing so we believe they have worked against the best interests of the trade in the Province."

HARDWAREMEN'S AULD LANG SYNE.

Of "Auld Acquaintances" we are proud,
  But here to-day we sing
Of new acquaintance with a crowd
  That happiness should bring.
A proof of hardware faith may we
  In earnest give and swear,
That as we are, we'll always be
Because we are "hardware".

Manufacturer's Contract Selling Plan Reinforced

The Declaration That Wholesale Distributors Are Required to Take to Provide Against Secret Rebates and Other Similar Considerations—This Must be Taken Under Oath—What a Refusal and Violation Means—Something for the Retail Trade to Study.

Arising out of the same conditions as called for the passing of The Secret Commissions Act which was explained in a recent issue of this paper the agreement between the manufacturer who sells his products at a stipulated price and the wholesale distributor, has been supplemented by a clause requiring a declaration under oath that the prices so stipulated should be adhered to. This declaration just now is causing considerable interest among retailers as well as manufacturers and wholesalers.

The agreement has always prohibited any salesman either principal, traveler or agent from selling the goods at less than the manufacturers' fixed prices. It has also provided against the giving of rebates, cash or any other consideration whatever to assist in the sale of goods.

But these conditions have not been rigidly adhered to and hence it became necessary to do something to secure their proper observance. This declaration has therefore been introduced into the agreement under the Contract Selling Plan with the hope that the demoralization of the market should be restored to healthy conditions.

The following is a model agreement containing the supplemented clause referring to the declaration.

Wholesaler's Agreement.

1. In consideration of ..... (manufacturer) placing me (or us) on his Jobbers' List for the purchase of his products I (or we) agree with the said manufacturer not to sell or allow any one in my (or our) employ to sell, directly or indirectly, to any one, either wholesaler or retailer, by agent or otherwise, any of the products of the said manufacturer, whether now in stock and owned by me (or us) or to be acquired after the date hereof, wheresoever or howsoever obtained, at less than the stipulated prices and terms in force, from time to time. This clause also means that I (or we) shall not have given cash or credit notes, discounts, rebates or other benefits upon sales, made or to be made of such products or shall not have given or sold at a reduction or bought at an advance other goods in consideration of sales of such products which would in any way violate or reduce their selling prices.

2. The price list now in force, it is understood and agreed that the said Company may, from time to time, during the continuation of this Agreement, change or establish other price lists by mailing them or otherwise notifying them to me (or us) and I (or we) further agree not to sell or otherwise supply the said products of the said manufacturer to any person or company who have violated their agreement with the said manufacturer, after having received notice from the said manufacturer that said violation has taken place.

3. I (or we) further agree that when called on I (or we) shall give said manufacturer a declaration sworn to by any member of the firm or by any one in my (or our) employ designated by the manufacturer, covering the details of any sale of goods, in such terms as may be required by them where an actual or supposed violation has occurred.

4. Failure to comply with this condition will be considered a breach of this agreement.

5. I (or we) further agree that the manufacturer may withhold any sum or as a bonus rebate held subject to the observance of this agreement.

.....
(Distributor).

Dated :

Manufacturers' Agreement.

1. In consideration of the signing of above agreement, I (or we) agree with the signer thereof that all sales made by me (or us) to the retail trade will be at the same price and on the same terms as set forth in above contract, or in accordance with any subsequent price list.

2. I (or we) also agree that I (or we) will invoice goods to said signer at such prices and terms as may be arranged between us and if satisfied that the terms of said agreement have been faithfully observed and performed, I (or we) may grant to the said signer a special rebate as a bonus in accordance with the said arrangement.

.....
(Manufacturer).

Dated :

The Real Meaning.

The principal point in the the above agreement is as already intimated the making of the declaration referred to in section 3 above. The party called upon to give the declration is placed in a serious position. If he fails to make the declaration it will be taken for granted that he has violated the arrangement and in such a case the wholesale distributor whose agent he is will be refused the goods of the manufacturer until he has made ample reparation to the manufactuter and to his fellow distributors.

If he makes the declaration it will be taken for granted that he has not violated the agreement but should he later be found guilty he and the party privy to the transaction with him will be liable to punishment under the criminal code. and subject to a fine of $2,500 or two years imprisonment, or both according to the recent act to prevent secret commissions, besides being liable to be prosecuted for perjury.

A violation of the agreement therefore means either a refusal to give the declaration and consequently the inability to get the manufacturer's goods, or a false declaration and the serious consequences that follow under the criminal code both as to secret commissions and perjury. These positions, it would appear, will scarcely be sought by any business man on either his own account or the account of his employer, and will doubtless tend to elevate business morals.

THE HUNDRED-POINT MAN.

A hundred-point man is one who is true to every trust; who keeps his word; who is loyal to the firm that employs him; who does not listen for insults nor look for slights; who carries a civil tongue in his head; who is polite to strangers without being fresh; who is considerate towards servants; who is moderate in his eating and drinking; who is willing to learn; who is cautious and yet courageous.

Hundred-point men may vary much in ability, but this is always true—they are safe men to deal with, whether drivers of drays, motormen, clerks, cashiers, engineers or presidents of railroads.

The hundred-point man may not look just like all other men, or dress like them, or talk like them, but what he does is true to his own nature. He is himself.

He is more interested in doing his work than in what people will say about it. He does not consider the gallery. He acts his thought and thinks little of the act.

The hundred-point man looks after just one individual, and that is the man under his own hat; he is one who does not spend money until he earns it; who pays his way; who knows that nothing is ever given for nothing; who keeps his digits off other people's property. When he does not know what to say, why, he says nothing, and when he does not know what to do, does not do it.—Philistine.

Montreal Jobbers Celebrate Hundredth Birthday

Firm of Frothingham & Workman Established in August, 1809 —Sketch of the Many Changes in the Personnel of the Company —Reproduction of an invoice of Goods Bought in 1815, Referring to the Activities of Napoleon Bonaparte.

Monday, Aug. 2. — Frothingham & Workman, wholesale hardware merchants, Montreal, reached the century mark of their business career, having been in business one hundred years on that date.

The present company hold many interesting documents relating to business transactions during the early history of the firm. The accompanying photograph of the last part of an invoice, for English self hardware, imported by the firm in the spring of 1815, is very interesting, especially the portion relating to the reappearance of Napoleon Bonaparte, who had just escaped from the Island of Elba, and who had again become active in the campaign against England and her allies.

The firm was founded on August 2, 1809, by John Frothingham. In November of the year 1812, Mr. Frothingham, who was an American, put up the shutters on his establishment, and left for the United States, on account of the war between England and the United States at that time. He returned in May, 1813, and finding everything intact took down his shutters again, and continued in business. Shortly after this, he took in as a partner, Joseph M. Frothingham, and the firm was then called J. & J. M. Frothingham.

In 1832 at the time of the cholera epidemic, Joseph Frothingham died, and shortly afterwards a new partnership was formed with A. F. Marshall, under the name of Frothingham & Marshall. This partnership was continued until 1836, when the firm was dissolved, Mr. Frothingham purchasing Mr. Marshall's interests. At this time Mr. Frothingham took into partnership, Wm. Workman, under the name of Frothingham & Workman, and although many subsequent changes in partnership took place, the name of the firm has remained unchanged ever since.

In 1850 a new partnership was formed between John Frothingham and Wm. Workman and Thomas Workman, which lasted until 1859, when John Frothingham and Wm. Workman retired, and another firm was formed consisting of Thomas Workman, M.P., Geo. H. Frothingham, Henry Archbald, and Hon. Edward Murphy. In the year 1874, Geo. H. Frothingham died, and a new firm was then formed, consisting of Thomas Workman, M.P. Henry Archbald, Hon. Edward Murphy and Geo. W. Eadie.

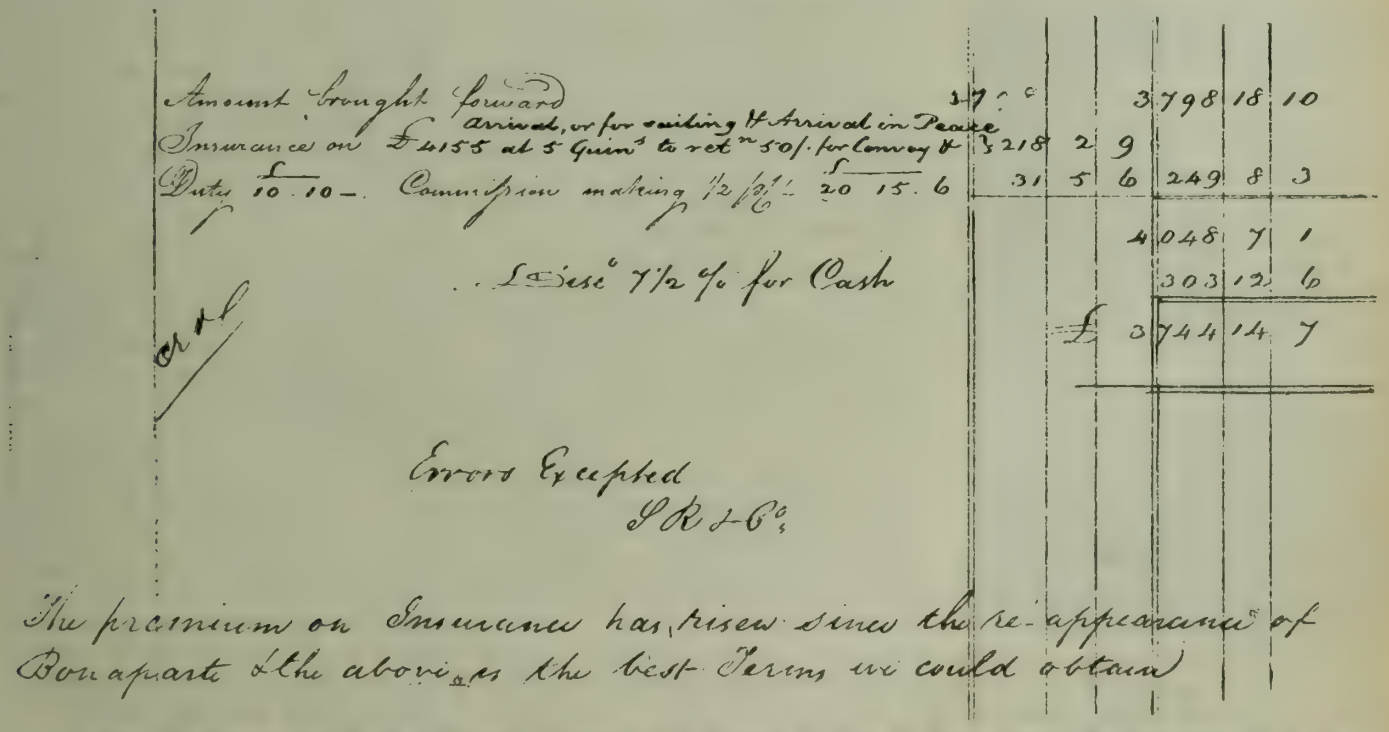
In 1889, Thomas Workman, M.P., died, and a partnership was then formed between Henry Archbald, Hon. Edward Murphy, Geo. W. Eadie, Edward Archbald, and Real Angers. In 1897 Senator Murphy died, and the remaining partners formed a new firm, which continued until 1900, when Henry Archbald died, and at that time a partnership was again formed, consisting of Geo. W. Eadie, Edward Archbald and Real Angers.

In 1901, Real Angers died, but the partnership was continued until 1904, when the present stock company was formed, under the name of Frothingham & Workman, Limited.

The directors of the company at present are:—

President—Edward Archbald; Managing-director, E. C. Eaton; Secretary-Treasurer, G. C. Davis; C. D. Monk and W. G. LeMesurier.

With improved methods for handling orders, an up-to-date catalogue, and a large increase in the number of traveling salesmen, the business of the company is rapidly increasing. The present management are jealously guarding the high standard and reputation for straightforward business dealings, which has been so well established by the firm throughout the past hundred years.



Part Of Invoice For Shelf Hardware Imported Into Canada In 1815 By Frothingham & Workman—A Study Of The Terms And The Reference To Napoleon Bonaparte Makes The Invoice Interesting.

The holiday season is on and the majority of travelers representing the Toronto hardware jobbing houses are off the road enjoying a two-weeks' vacation. H. J. Hamilton, local representative of Drummond, McCall & Co., Montreal, is spending the month of August on his island at Stony Lake. Albert D. Kennelly, Toronto, manager of the McClary Mfg. Co., is away in the north enjoying a holiday. Thos. G. Dexter, manager of H. S. Howland, Sons & Co., is in the country for a three weeks' vacation.

Qualifications of a Successful Retail Salesman

Stores That Coax Customers To Buy Will Be Disliked—The Business Of The Clerk—No Top To Salesmanship—The Necessity For Using Tact When Selling Goods—You Must Be A "Man."

By Frank Farrington.

The man who thinks that because he is just a clerk there is no use for him to try to be anything else, never will be anything else. And the man who is satisfied with his lot will never have any better lot. Success in salesmanship, like success anywhere along the line, calls for a constant struggle upward.

There is no such thing as falling up the ladder. Men have been kicked up by fate, but they have invariably come down with a thud that betokened the falling of a dead weight.

The successful salesman must be industrious. He must keep busy. There is none too much time in this life to get to the top, with everything working to help. Little of the time should be allowed to go to waste. Industry is the kingpin of success.

Persistence must be prominent in the make-up of the man who is bound successward. There must be persistence in the endeavor to succeed, and that persistence must continue after success has been attained, or success will speedily fly away. Persistence is what makes a man smile at the curt "no" flung in his face. Many a buyer can be coaxed by a little careful handling, and this is oftentimes necessary in the traveling salesman's work, though it is less desirable in the store.

A store that get the name of always coaxing and importuning its customers to buy more will be disliked and people will avoid it. The public like to step in and buy, and be free to go away without having to stand off a series of insistent attempts to sell them other things which they do not want. The retail salesman may easily over do persistence under such circumstances.

On the other hand, the mere handing out of the goods asked for is being nothing that a slot machine would not be, and the machine would have the best of the argument.

If I had a clerk who was nothing more than a machine for taking orders, I would discharge him and get a phonograph. The fellow who cannot help the business by encouraging people to buy better goods, more profitable goods, or other goods than merely what they come in and ask for, is not a bit better than a phonograph, which would take the orders and repeat them with far fewer mistakes than the order-taking clerk would make.

The mere order-taker is worth as much as fifty cents per day, maybe a dollar, if he can wrap parcels nicely, or if he is willing to help deliver goods, and do odd jobs.

A good deal of the live advertising of the modern store is done on the basis that if people can be induced to come into the store for one thing they are pretty apt to buy something else before they get out. How much does a clerk help on this proposition? That is the measure of his salesmanship. If he does not help the store to get its money back on a sale that made no profit, he is a poor investment for the store. And any clerk who is a poor investment for the store is a poor investment for himself.

Of course, customers may look around and find things they want even if no one calls their attention to them. So might they go loking around town for a store at which to trade, and stumble into yours without ever having seen it advertised, but that is scarcely an argument against advertising.

It is the business of the clerk to help people to find things they want, other than just what they ask for, and the clerk who is most successful at this is the best salesman, provided all the time that it is understood that there is no salesmanship in overloading a customer.

Know What Is Doing.

It is the clerk's business to know what the store is advertising. If the store is properly run it will make it easy for the clerks to keep posted on such things, but it is up to the clerk to find out, anyway. There are too many cases where the customer goes in and asks for some special she has seen advertised only to find that the salesman knows nothing about it and has to look it up. This gives a visitor a pretty good line on the amount of business being done on the article that has been advertised as such a big seller.

Plenty of stores get a bad name on account of the incapacity of a few of the employes. It is the poor service that is noticed, rather than the good, even if it happens only occasionally. And one or two mistakes a day will soon give a very general opinion that there is something wrong with the service in that store.

This is due to the fact that it is human nature to complain of any real or fancied injustice, and each customer who feels a grievance will take more pains to air that grievance elsewhere than to come back to the store and get it adjusted. A few such customers going around telling their troubles will soon make much feeling that the store is not fair.

A part of salesmanship is carrying at heart the interests of the customer. People soon discover when a salesman is inclined to help them to a wise choice of goods, or when he is inclined to sell them the most he can regardless of their own needs or inclinations.

It is frequently the case that the salesman knows better than the buyer how many or what goods ought to be bought, and this enables the salesman to do the buyer a favor that will leave an everlasting impression. It is at this juncture that the poor salesman falls down, and loads up his man, while the wise one restrains himself and lays a foundation for future business.

Build For The Future.

It is just as important for a salesman to build for his future as for a merchant to do so. None of us can hope to succeed in a day or in a year. We are here for life, and if we expect to continue in business, either in one place or another, it is wise and necessary that we build well as we go along. Otherwise we are using no better judgment than any fly-by-night con. man.

Any practical art can be made more practical by being made more scientific. That is, the way to make an art worth the most possible money, the way to raise its value to the highest power is to perfect it from the beginning. When you start in to learn salesmanship, learn each step well. Get the rudiments firmly implanted and then the advanced steps will be more easy.

One of the rudiments of salesmanship (or of any other art) is health. With health as a basis any man has ten times—yes, a hundred times—the chance to make a success that he could have without health, and it is questionable whether there can be any large success unaccompanied by health.

Eat to live. Sleep till well rested. Exercise enough to keep your chest expansion normal, and take recreation sufficient to keep your mind fresh.

After health comes the necessity for making one's self personally pleasing. Learn to talk intelligently of other things than your business. Keep posted upon current events well enough to be able to reply with sense to a remark upon any of the subjects of the day. Don't be a one-idea man.

Strive to develop a character that will give people reliance in you. That will help you with the public and it will help you with your employers. A man cannot make a success without a good character. Whatever seeming success he achieves will be based upon a foundation of sand, and it is only a question of how long before the fall will come.

In order to be a successful salesman you must first be a success at what God made you—a Man. You cannot hope

otherwise to succeed at these things you would make yourself.

The man who reaches a point where he thinks that he is a crackerjack, and about at the top, has reached a point from which he will go down hill unless he takes his own measure before getting on the toboggan.

There is no top in salesmanship. The man who will can forever improve in his ability along that line. No man ever reaches a point where he knows all there is about selling goods.

They say an old dog can't be taught new tricks. That is a mistake. An old dog can be taught new tricks; and if not many new ones, he can at least be taught to do the old tricks better. As long as a man remains in the harness he is capable of improvement. He may forget some things, but he will learn others, and if he has reached the point where it is easy to forget he has reached a point where he particularly needs to learn.

How Habits are Formed.

The thing which will keep a man from forgetting to do his work properly is habit. We are all slaves of habit, and to habituate one's self to right methods is to make them a second nature which cannot be laid aside.

It takes no more of doing a thing right to make a right way a habit than it takes of doing it wrong to make the wrong way a habit. And it is surprising how few times one needs to do a thing to form a habit.

This makes it easy to make a habit of enthusiasm, cheerfulness, politeness, neatness, any of the desirable attributes. Habits of exercise, dress, thought, manners, emotions, all are easily learned and with difficulty cast aside.

Enthusiasm is one of the important things that a salesman should cultivate, and it is even more important than most of us realize. Enthusiasm is communicable even to the man to whom we are trying to sell goods. I don't believe you know of a single man who has made a real, great success who has not a large amount of enthusiasm in his make-up.

Enthusiasm encourages one to think and to expect great things for himself and for his business. It keeps him firm in the belief that his line of goods are the best goods and that all others are inferior. Enthusiasm is the mother of optimism, and as long as optimism can be curbed to a point where it will not altogether run away with the man, it is the greatest thing invented for making success.

Without enthusiasm and optimism the great things of the world, the great inventions, the great businesses, the great works of art, anything great, would not have been accomplished. Of course, when enthusiasm runs riot in a man's brains and he begins to think he can accomplish the impossible, and he discounts his future by thinking and living in amounts of five figures while his income remains low in the four-figure column, then it is too much of a good thing.

Along with the cultivation of enthusiasm should go the cultivation of good judgment. These two, judgment and enthusiasm, the success twins, will make life's hillclimbs easy.

Enthusiasm allows no half-hearted devotion to a cause. It makes a man all interest in his work and compells him to devote all his energy to accomplish the one thing he has set out to do.

The habit of cheerfulness is one that is native with some people and totally unknown to others. "The smile that won't come off" is a thing that will attract ninety-nine in a hundred and the hundredth man can be spared.

Customers should be greeted with a smile and a "good-morning" that carries with it the idea that it is a good morning. If it is a good morning for you, you can make others think it is a good morning for them, by the exercise of a reasonable amount of cheerfulness and tactful suggestion.

And that reminds me of another important qualification for the salesman. Tact. Tact is the ability to make a customer feel comfortable. Lack of it is what makes the blunderer, and if there is an absolute apotheosis of the salesman, that apotheosis is the blunderer.

Tact tells a man the right way to say and the right time to say it. It helps him to put the hesitated customer at ease, and it makes the man or woman with a little money feel that his or her purchase is just as important as if it involved a large sum.

Tact keeps a man from inquiring after a customer's father when the old man died just the other day. It also keeps him from alluding to divorces, and second marriages, and mothers-in-law, and other similar subjects in talking to people with whose family history he is unfamiliar.

It tells a salesman what grade of goods a customer can afford to buy, and it prevents the often fatal blunder of recommending a grade lower than that desired by the customer, thus to insinuate that that customer is of that grade herself.

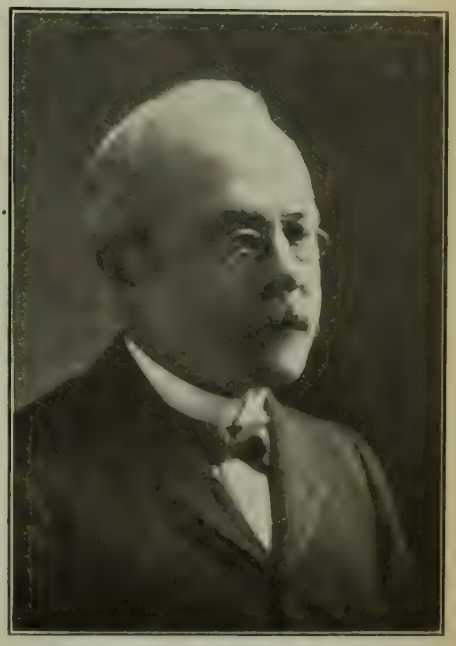
Tact is a wonder-worker in the selling line. It is almost a cure-all. Cultivate tact, and I am almost inclined to say salesmanship will cultivate itself.

DEATH OF FRANK JOY.

Frank Joy, eldest son of H. Joy, former proprietor of the Joy Malleable Range Co., Toronto, died at the family residence, 376 High Park avenue, West Toronto last Saturday afternoon after six weeks' illness, the immediate cause of death being meningitis. Deceased was formerly with Rice, Lewis & Son, and more recently a subscription traveler for the MacLean Publishing Company in Ontario and Quebec. Mr. Joy was a successful and energetic salesman until his health failed him, his work being very commendable. He was only 23 years of age and his death at so early an age is much regretted by his many friends.

H. McLAREN, MONTREAL, DEAD.

One of the best known business men of Montreal, died last week in the person of Harry McLaren, who for the past twenty years had been in business for himself as H. McLaren & Co., brokers and agents for the Taylor-Forbes Co., Guelph, and for various other hardware manufacturers. Mr. McLaren was a native of Montreal, of Scottish parentage. He was educated at McGill, graduating when very young, with first rank honors, and winning the gold medal. For a time he was engaged in business at Halifax, N.S., and afterwards formed the partnership of Copeland and McLaren, leaving this association to form his own firm. Mr. McLaren was one of the best posted men in Montreal on all subjects pertaining to the interest and welfare of the city. He was a member of the Masonic fraternity, the Dominion Commercial Travellers Association, the Toronto Travelers Association, and the Canadian Society of Engineers. He was



THE LATE HARRY McLAREN.

one of the best known members of the Natural History Society.

Mr. McLaren passed away at the Royal Victoria Hospital, where he had been for the past five weeks. He was in his 69th year, and death was due to an accident which befell him three years ago.

A cultured gentleman with a well stored mind, and a most genial disposition and an active interest in every philanthropic work, Mr. McLaren will be mourned by a host of friends in Montreal, Toronto, and throughout the country. The deceased married Elizabeth Bruce-Gardner, of Montreal, a sister of Colonel Robert Gardner, and leaves a widow, two sons, Robert and Harry McLaren, and three grandchildren. Deceased was cremated at the Mount Royal Crematory. A service was held in the chapel, and among the relatives and intimate friends was J. M. Taylor, president of the Taylor-Forbes Co.

HARDWARE AND METAL

Established . . . 1884

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Limited

JOHN BAYNE MACLEAN - President

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LOOKING INTO THE FUTURE.

There is no mistaking the feeling with which the trade generally views the prospects for the fall. On every side are heard expressions of opinion that business will go ahead with great swing when once the country can settle down with hard facts as to the great crop in the Northwest, and farmers can look around with a certainty of good money to supply their many needs. Apart from this feeling of confidence as to the effect of the harvest, there is the additional assurance that trade since the spring has been marked by a steady improvement. There has been no uncertain boom with consequent slump. As if following upon a well-regulated plan business has gradually extended as time went on with the evident intention of widening out into a great fall volume.

Manufacturers, who are now trying to accumulate stocks, are certainly confident, jobbers are equally assured, and it is evident from the reports from travelers that retail merchants have most rosy views as to the consuming demand. And there is good reason for this.

For a long time now the farmers have been economizing. Last year's harvest did not do more than settle old obligations. There has still been a scarcity of spending money. Household requisites have been done without, and farm equipment kept down to the lowest limit. But there will be a great stream of money to the west this fall. The man who has been obliged to economize is the one who spends most liberally when the embargo is removed. The reaction will bring forth a mighty consuming demand. Are the retail merchants prepared?

Up to now there has been little attempt to look after future requirements. Bookings generally are very light, and the merchant, it would appear, is inclined to follow out the old course of buying as the goods are wanted. This plan has been successful up to now, owing to the fact that with the demand developing slowly, jobbers have been enabled to ship promptly. But what must happen if the fall demand breaks in as heavily as anticipated? Goods will be wanted all at once, but as jobbers' shipping departments are limited, and manufacturers cannot turn out goods at a moment's notice, there is likely to be a tie-up in transportation, to say nothing of a shortage in some manufactured lines. Already delivery is hard to obtain in several lines, and if this is so now, what will be the case if the fall demand reaches the proportions that is expected?

In addition, there is the prospect that many lines will advance in price ere the fall comes. It is, therefore, well for the merchant to consider seriously his fall requirements, for it is the man with the goods who will reap the greatest benefit from the demand. Because hand-to-mouth buying served all right in the spring and summer, there is no reason to believe it will be the same in the fall. Merchants, therefore, must look alive, and take courage from the confidence that is generally felt, and see that they are well prepared with their orders early placed with the jobbers.

OUR MARKET QUOTATIONS.

A correspondent sends a copy of a letter addressed to a prominent merchant in Toronto. As the letter has reference to our market quotations we think it right that it should be printed, together with our explanation and comment. The letter is as follows:—

> "Will you kindly tell us why it is that Hardware and Metal publishes the prices on Linseed Oil and Turpentine lower than the printed slips sent out by yourself? As a general thing there is not much difference in linseed oil but there is frequently a big difference in the quotations on turpentine. For instance—this week on the printed slip just received from you dated July 27, your quotation on turpentine is 70c per 8.4 lbs. in brl. lots and 75c in five-gal. lots, whereas Hardware & Metal quote 64c in brl. lots and 69c in five-gal lots. Our travelers, not always having your printed slips on hand, generally sell oil and turpentine as per prices quoted in Hardware & Metal. Will you kindly explain wherein the difference comes in as between prices published by yourself and those of the Hardware and Metal, and very much oblige."

Hardware and Metal does not depend entirely on the information gained from any one source for the quotations on which its market reports are based, although due weight is of course given to prominent authorities. The state of the market and the prices at which the various commodities are sold are given for the benefit of our readers, and are obtained after a canvass of the manufacturers, agents, jobbers and representative hardwaremen. The market reports are written with all the information thus obtained in mind, and when a variety of prices are given by dealers, the market report gives the condition of the market and states the prices at which dealers are willing to sell.

Without mentioning names in these reports, Hardware and Metal can at any time give the name of firms where the commodity may be obtained at the prices given. Only this week turpentine might be obtained on one day at prices ranging from 66c to 72c per gallon in barrel lots.

It should be stated, however, in reference to the letter quoted above that while Hardware and Metal gave the market price of turpentine as 64c while the slip in question named 70c, Hardware and Metal's quotation was dated July 23, while the slip gave a change from 67c to 70c on July 27. This change was duly noted in our issue of July 31, when all dealers had practically agreed on one price.

HEALTHY BANK STATEMENT.

That trade in Canada is progressing rapidly is reflected by the June statement of Canadian Banks. There was an expansion in loans and discounts during June of $10,000,000, while the call loans of our banks outside Canada were reduced by $11,000,000. This is an indication that our banks are preparing for the grain movement, which is likely to be heavy.

There was a increase of $1,500,000 in note circulation, but the total outstanding is only $70,170,000 leaving the banks fully $27,000,000 more note issues before they reach the legal limit.

Deposits for the month of June increased over $12,000,000, and the total is now about $751,000,000. Total loans and discounts aggregate $736,000,000, of which $168,000,00 are on call, and over. $115,000,000 held outside the country.

METALS IN JULY.

On the whole it cannot be said that July was a particularly strong month in metals, so far as the primary markets were concerned. Tin showed itself stronger than copper, inasmuch as it closed the month at a higher figure than it opened, while copper was lower. Considering that a Banca sale closed the month, and that statistical figures have been against tin, the market has shown better strength than might be expected. Given a good canning season there is no reason why tin should not advance strongly. Of course, with such a highly speculative metal it cannot be expected in the best of circumstances that tin would show the stability seen in other metals.

Copper, as we have said, closed the month a shade lower than the opening figures. For the time being the control of copper has left New York and gone to London. The latter market does most of the speculating in the metal, and with producers out of the market, speculators have had control, with the result that New York has been swayed by London. Although figures as to consumption are much better, we cannot say that we altogether like the position of copper. There is a tremendous amount of metal floating about in Europe, and in hands that are not so strong as would be the case if the metal were held in New York. The London market at any time may be beared by a heavy unloading, and in the present conditions New York must fall in sympathy. Strong American consumption, and the appearance of the producers on the market again, would transfer control to New York.

Lead is also somewhat weaker on the month's trading, and there has been little confidence in the metal. Consumption has been poor. Spelter closes the month at the same figure, and the trading displays a stability that is remarkable. The opening and closing figures are exactly the same for the English market, while St. Louis is but a point or two lower on opening figures. Spelter is in strong control, and the demand has been comparatively better in this metal than in any other.

Altogether the situation is not much different from the last days of June. There is still too much speculation and not enough legitimate consumption. To a great extent manipulation has spoiled the market, because the fluctuations of figures has rendered consumers shy. It is all very well to "bull" the market to catch the consumer, but if there is no real improvement to go upon, the "bulls" break, and the situation is worse than ever. A slow staple market is necessary to inspire the confidence that is needed in the situation, and to encourage consumers to buy with old time vigor.

There is no doubt that an improvement in the primary markets would induce much better buying in Canada. The consumption is good, but after all users are still simply buying as they want the metal. They are not encouraged to look ahead.

NEW BILL OF LADING.

An announcement which will be hailed with delight by the manufacturing and business community of Canada is one made this week by the Canadian Board of Railway Commissioners to the effect that they have approved of the two forms of the new bill of lading. The text of the bill was agreed upon some months ago by a committee representing the manufacturing, railroading and shipping interests. Many conferences were held before an agreement was reached, but the final draft was considered the best for all parties.

The new bill is simple. It contains only 11 sections as compared with 21 in the old bill. An important point is this: That it imposes on the carrying companies additional obligations; making them responsible for negligence in transport or delivery; and it also makes the initial carrier responsible for a consignment of goods to destination, even though the goods pass over other lines in Canada; or the goods are handled by U. S. or other foreign companies with which there is a joint traffic arrangement. This is a great gain for shippers, because the old bill was made by the carriers for the carriers; while the new bill is practically made by the carriers for the shippers. Instead of the carrier when answering a charge of negligence simply stating that it had done its duty, it must now under the new bill prove that the loss was through no fault of the carrier or its agents. The bill comes into force on Oct. 1.

NO CEMENT MERGER AT PRESENT.

Many reports have recently appeared regarding a merger of the cement manufacturing interests of Canada. Investigations, however, show that, to say the least, these reports are premature and that probably they are without foundation. On Friday, July 30, a meeting of the Cement Manufacturers' Association was held in Toronto, and the report was published that it was for the purpose of completing arrangements for the merger. The only business transacted at this meeting, however, was the making of arrangements for the cement products exhibits at the Canadian National Exhibition. Among the members at the meeting there was a good deal of curiosity to learn how much the others knew as to what was at the bottom of the merger reports.

Undoubtedly there are some grounds for the report, but if anything ever comes about in the merger line, it will probably not be in the near future. There have been suggestions made on behalf of the International Portland Cement Company, to some of the other large producing companies, and the public learning of them have assumed that a merger is certain. An interesting result has been the large advance in the price of International Portland Cement stock on the Stock Market.

VISIT OTHER TOWNS.

An exchange suggests that merchants should take a day off occasionally and go to some strange town where they can study windows and store interiors, unbiased by the prejudices and preferences that always warp our judgment in the midst of our own business acquaintances. Besides, whole towns sometimes get into a single rut; and then again, whole towns not far away may be most wondrously enterprising or may release their surplus energy along channels new to us.

In the home town we can never get quite away from the tradesman's end of the telescope. In a strange place we are only one of the gazing crowd and we see things from a different point of view.

The comments of these passing strangers, too, will do us good. A casual criticism may point out a fault in window construction that we have been guilty of a hundred times and never noticed. If one of our neighbors dared to call attention to it we would say to ourselves, "Oh, well, that is only old Mossback's judgment; what does he know about window dressing? He never dressed a window in his life." The criticism of a stranger forces us to realize that this is the way our window looks to some of the public, and we profit by the suggestion

An occasional day spent away from familiar scenes is a good thing in any case, though we are too apt to spend it in some big city, where, we mistakenly believe, all good ideas originate. Sometimes we could learn more of practical value in our every-day business by spending the time in some town similar to our own, where the people are no more metropolitan in their tastes, and where their natural limitations are more in harmony with ours.

A country town of 4 000 people may learn much from a city many times its size, but much of it will be little suited to rural conditions. The small town needs some of its lessons from progressive members of a similar class.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Shovels—Reduction in spades and scoops.

Toronto.

Shovels and Scoops—Decline of about 20 per cent.

MONTREAL.

Aug. 6.—There has been no change in the metal market during the week. The primary markets have fluctuated, but not enough to influence local conditions. Trade has been very good. Not only has there been plenty of metal going out, but an encouraging amount of booking ahead has been done. Prospects look favorable for heavy fall requirements, and users are commencing to make provision for this. All the metals have gone well, especially pig iron and pig lead, while galvanized sheets have been strong sellers.

The market is still very bright, and there is a strong tone of confidence. July proved a god month for metals, much better than the same period last year, and August up to now has shown none of the slackness usually associated with this period. Users are wanting metal all the time. They are accumulating no stocks, and the whole trade is in a very healthy condition. Although prices on galvanized sheets are still being cut in the Old Country, no reduction has been made locally, and will not be until stocks already in hand are got rid of. Altogether prospects for a fine fall business look very favorable, and jobbers and first hands are satisfied with the way things are shaping.

PIG IRON—Contracts for pig iron for delivery, up to the close of navigation are being placed, and promise to become very heavy in a few weeks. The settlement of Scotch coal strike does not seem to have affected inquiries as to Scotch grades, which shows that the metal is really wanted. Canadian furnaces are doing good business at around $19.50, Montreal for high grades, and $2 less for inferior. There is a good demand for all lines of imported pig, and we quote: Imported pig, Clarence, $16.75 to $17; Middlesboro, No. 3, $16.50 to $16.75; Summerlee, No. 1, $19.75; No. 2, $18.75 to $19.25..

Cleveland warrants are higher than they were, and the tone of the Old Country market is brighter. The settlement of the coal strike, and the stimulation of shipbuilding, seem to have improved the tone of the market. The tendency of the U. S. markets is undoubtedly upwards. Inquiries for pig iron, for the remainder of the year and for next year as well, have been numerous, and sales have been put through at advanced prices. The steel market is active, and the U. S. Steel corporation have advanced the prices of steel bars, angles, plates and beams, $1 a ton. Altogether the iron and steel market is moving in a very satisfactory manner.

TIN—There is no change in tin quotations, and we continue to quote 32½c for ordinary jobbing lots. Trade has been good all the week, and a fair amount of inquiries received. There have been fluctuations in the English market, but considering the fact of a Banca sale last week tin is fairly strong. A good canning season is relied upon, and there is the opinion growing that a strong consuming demand will spring up in the fall.

COPPER—There is no change in local jobbing quotations, and the price of 14½ still obtains for ordinary lots. A good consuming demand has been apparent, and there is no doubt that better conditions in the primary markets would influence more trade. Consumption in New York has been slow, and with the break in the speculation in London, figures have sagged. Producers for the time being are off the market, and quotations seem to be made by the speculators. Various estimates have been made from time to time as to the cost of production, and the latest estimate for the North American continent, including Canada and Mexico, is a fraction over 10c per pound or treating construction and improvement work as an operating charge the figure is 10½. In the days of high quotations it can be understood what profits must be made.

SPELTER—The price of $5.75 still obtains, with the demand very good. Some strong bookings have been placed, and the market is very bright in tone. Spelter in the Old Country is very firm, the break up in the Galvanized Sheet Trade Association having stimulated the buying of spelter. The Spelter Syndicate are holding to prices well,

LEAD—Lead is unchanged at $3.50 for imported, with Trail at $3.40. Some good contracts for imported pig have been placed this week, and the market seems brighter in tone in consequence.

TORONTO.

Aug. 6.—The metal market is now active and prospects are very bright. Iron and steel particularly show advancement. The gradual improvement which began about the beginning of May in Canada, and a couple of weeks later in the U.S., has brought metals into prominence once more, and speaking generally, all of them have recovered the position lost during the depression of 1908.

The reduction of the U.S. tariff on Canadian iron ore should give an impetus to mining in this country, but whether it will prove beneficial or not from a manufacturing point of view remains to be seen. Manufactured products are being asked for increasingly, and both in Canada and the U.S. the railways are ordering locomotives, rolling stock and rails. Structural steel, too, is much in demand, as are as well pipes, sheets, bars and plates. All the latter lines have increased in price across the border, but no increases or changes are noted locally. There is, however, a firmer tendency with a present prospect of higher prices later on. Industries are taking more and more supplies, and new manufacturing establishments using metals are opening at frequent intervals. The outlook is certainly bright.

PIG IRON—This line has made wonderful advances since the beginning of the year. Prices have not changed since last week, but they are much firmer. There is not the cutting going on to get orders, which was the curse of the trade during the winter months. Every firm may have its own price, to which they are sticking, and these prices are about the figures quoted as ruling locally. No. 2, Canadian foundry is $19.25; No. 3, Middlesboro, $19.50, and Cleveland, $20. Sales are good and business conditions generally are splendid.

COPPER—There is a steadier tone to the local situation of copper. The consumption of the red metal is increasing here in Ontario, though the advance is not great when compared week by week. Orders received call for larger quantities than have been going out lately, and there is a far better feeling with regard to copper. Lake ingots are 14½c and casting ingots are 14c.

LEAD—Very active are lead lines, which is a decided change from the feeling prevailing during the whole month of July. Domestic lead is at $3.50, and imported, 10 cents higher, which are the quotations which have ruled for sometime past. While lead may not increase in price for some time, yet with the other metals it will be much firmer.

TIN—This metal travels pretty much along the same lines as lead, and the sympathetic feeling has put tin in an active position. While the price is yet 32½ cents tin is very firm at that figure. The future is very hopeful.

SPELTER—Good business is being done in spelter, as has been the case all along. The quotation is $5.75. The consumption of spelter locally is not great, but this metal was the bright particular spot in the whole metal situation since the opening of 1909.

SHEETS AND PLATES—Active trading being done, and likely to increase in price. Quotations have gone higher across the border. Demand is great, but there are plenty of supplies.

OLD MATERIALS—There are some satisfactory turn-overs in old metals at unchanged prices. Stocks are beginning to decline, but dealers are actively buying. They are paying for old lines as follows: Heavy copper wire, 11¼c; light copper bottoms, 10c; heavy red brass, 10¼c; heavy yellow brass, 8¾c; light brass 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3½c; No. 1 wrought iron, $10; machinery cast scrap, No. 1, $14; stove plate, $12; malleable and steel, $8; old rubbers, 7¾c.

HARDWARE MARKETS

MONTREAL.

August 7.—Trade generally has been somewhat lighter this week, due no doubt to the season of the year. Plenty of orders have been coming in, however, and jobbers with their light staffs, owing to the vacations, have been pretty busy. Merchants are no doubt somewhat handicapped in the despatch of business by the boys being away, but customers must take any delay in good part. Fall lines such as lanterns, burners, halters, cow ties, horse blankets, sleigh bells, weather strip and skates are moving, although in no decided bulk. Corn hooks, and corn huskers are now in demand. Ordinary household lines are in steady request, while builders' hardware is moving well.

There is a good tone to the markets, and jobbers are satisfied with the way things are shaping. July was a much better month than the same period last year, and nothing has appeared to upset the anticipations as to a great fall business. Owing to outside competition Canadian manufacturers of shovels have reduced the price on shovels, the first and second grades in spades being now 60 and 2½ off, and the 3rd and 4th grades being 50 and 2½, while in scoops the 1st and 2nd grades are 50 and 5 off, and 3rd and 4th grades 45 and 5 off. Some American manufacturers have advanced the price of bolts and nuts, but there has been no change made here. The market is stiff, but until the Canadian plants are working full capacity, there may be no increase.

BUILDERS' HARDWARE—Prices are very stiff but there is no further advance to report, although indications look favorable for one as American prices are firming up all the way round. There is a steady call for builders' hardware, especially in lock sets, escutcheons, bolts and butts.

FALL LINES—Booking is taking place for many fall lines, but there is no strength to the movement as yet. Dealers are still hesitating to place their orders, although they seem confident as to the prospects of a good consuming demand. Axes, cross cut saws, lanterns, burners, halters, cow ties, horse blankets, sleigh bells and weather strip are moving. Household lines are in steady request, especially enamelware. Fruit preserving utensils are going well for immediate delivery. Apple parers, and maslin kettles are especially good sellers.

HARVEST TOOLS—The movement in these lines is much quieter, sorting up orders showing a falling off. There is, however, a good movement in corn hooks and huskers.

MINERS' SUPPLIES—A steady sorting up trade is being done. The market is firm, and we quote: Miners' picks, 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS—A very good demand still continues, and plants while not working at their full capacity are pretty busy meeting the call. The market is very firm, but an advance is not yet expected although American firms have raised their prices. We quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less 60, 10 and 10; coach screws, 75; stove bolts 80 and 7½c.

SCREWS—A good steady demand with the market firm and unchanged. We quote 85 and 10 off for flat and round head, bright; 75 and 10 off for flat head brass, and 70 and 10 for round head, brass.

SPORTING GOODS—There is an improvement in the bookings for guns, cartridges, sporting knives and other accessories. Canvas coats, vests, and gun covers are also showing strength. There is still a call for camping out accessories such as tents, lanterns and camp enamelware.

SHOVELS—Although trade is very steady, Canadian manufacturers to meet outside competition, have cut prices, although the opinion is expressed that it may not be for long. First and 2nd grades of spades are now 60 and 2½, 3rd and 4th, 50 and 2½. Scoops, 1st and 2nd grades are 50 and 5, 3rd and 4th, 45 and 5.

WIRE—Jobbers have not yet advanced their prices despite the increase in the States, and we still quote: Barb wire, car lots and mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots f.o.b., Montreal. Coiled spring fencing, $2.30; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.25 base. Other lines $2.30 f.o.b., Montreal.

TORONTO.

August 6.—This week has been a "between seasons" one and in consequence trading has not been as active as it was some weeks ago. Still withal, there is better business being done this midsummer than for some years back at this season. The letter order is coming to be regarded as a good business adjunct, and while travelers are holidaying it keeps the hardwareman supplied with sufficient stocks to tide him over a brief selling season.

General shelf goods are moving for sorting-up. The orders are numerous enough, but the call is for small quantities. Prospects for fall business appear alluring just now on the eve of a big crop in the west, and it is a hopeful sign that the anticipated prosperity "boom" is built on the experiences of the late depression.

Shovels and scoops show a decline of about 20 p.c. in price since last issue. The Canadian manufacturers met during the week to discuss the effect of the importations of British shovels into this country. They decided to meet the competition and have issued new prices as follows:—1st and 2nd grade shovels, 60 and 2½ p.c. off; 3rd and 4th grade 50 and 2½ p.c. off; scoops, 1st and 2nd grade, 50 and 5 p.c. off; 3rd and 4th grade, 45 and 5 p.c. off. The quotations on other staple lines remain unchanged.

HARVEST TOOLS—A second season's demand has sprung up for late tools in anticipation of a big harvest. Haying implements are yet going out, and some forks and other like articles have been quite active. Repair tools for binders and the larger agricultural implements are selling well and in fact all farm sundries are showing briskness. Correspondents are already telling of the beginning of harvest operations, and all reports agree that this year's crops in nearly every commodity will be above the average in quality and of greater abundance than in the past. This lends hope to the prospect of good buying by farmers during the coming fall and winter seasons.

BUILDERS' HARDWARE—City business in this line continues as brisk as it was two months ago. In fact where small quantities are wanted for individual residences the orders are more numerous than earlier in the year. The country trade has reached a lull, but with farm operations over it is expected that some more good sales will be made in the smaller centres before the winter sets in. Carpenters' and bricklayers' tools are steady and a fair demand is made for cement tools. Screws are very active. No price changes are announced.

HOUSEHOLD GOODS—This line continues to be somewhat quiet. There are yet some fair orders for preserving kettles, strainers and general enamelware and tinware artlcles used about the kitchen, but other household lines are only fair in demand. Some splendid sales have been made of preserving sealers. Next month household and general fall goods are expected to be brisk again. The holiday season has put a damper on present demands.

HEAVY GOODS—Bolts and nuts are much firmer this week. They have been selling at a low figure all season so far. Across the line these articles have advanced in price. While this may not mean an advance here it has already created a firmer feeling and it would not be surprising should there be an advance. Nails are active, especially in the larger centres, and orders continue to call for large supplies. Bar iron is steady in demand; pipe is particularly active, and wire is unsettled. Prices on the whole while unchanged are firmer.

SPORTING GOODS—Guns and ammunition have reached the active stage. Sales this season have been ahead of last year. Delivery of early bookings is still going on, and a few good sales of guns for immediate shipment have been made during the week. Baseball supplies sold well locally the latter part of last week, due to the holiday. This week they have been only fair. Bowls and cricket supplies were also fair sellers.

CATALOGUES WANTED.

The George A. McMurty Company, who have established a hardware store at 621 Talbot street, St. Thomas, requests manufacturers and jobbers to forward catalogues of any lines connected with the hardware trade.

J. A. Henderson, Montreal, agent for T. W. & J. Walker, has issued a new catalogue, nicely gotten up, containing a large number of hardware and other associated lines. The catalogue is a handy work of reference, and should be in the hands of all hardwaremen.

Robert Munro, managing director of the Canada Paint Co., Montreal, has returned from a trip to Scotland, looking much benefited in health.

Trade Gossip from Canada's Eastern Provinces

C. P. R. Improving Terminals at Aroostock Junction — New Buildings at Moncton—Good Hardware Trading at St. John—Trade Conditions at Halifax.

HALIFAX.

August 2.—The retail hardware dealers report business fairly good for this season of the year. Sales have been good of screens and netting and pleasure boat supplies of various description, such as oars, rowlocks, fastenings, lanterns, moorings, etc. Now that the season is getting late some of the dealers are cutting the prices on screens so as not to carry over any stock to next season. There is not very much doing in the wholesale lines, trade being quiet at present. Some slight changes are noted in the price list. Linseed oil has dropped one cent per gallon, and is now quoted at 64 cents in barrel lots. Turpentine is selling at 63 cents. An advance is looked for in pig lead, and also in some other metals. There is a fair demand for white lead and also for paints and oils.

The demand for cement continues good as there is a lot of building going on in which cement is used to a very large extent. Bar iron is also used between the walls and there is also a good demand for this class of material.

Falconer & McDonald, contractors, have just made a new building record in Halifax. On the second day of July they commenced an addition to the Birchdale Hotel, and yesterday meals were served in the new dining hall. The building is seventy feet long by fifty feet wide and four stories high. It is built of wood and was constructed in four weeks and one day. The same firm is about completing the new Technical College, and they have under construction a $30,000 brick addition to the Convent of the Sacred Heart, and a concrete block of four stores at the corner of Water and Duke Streets. All these buildings will be completed, and ready for occupancy before the snow flies.

J. H.

ST. JOHN.

August 4.—The C. P. R. has accepted tenders for the new work at Aroostock Junction, previously referred to in Hardware and Metal. The contract for building a six-stall engine house has been awarded to J. H. Hague, of St. John. Mr. Hague's tender for the erection of two double cottages, and for a turntable foundation, was also accepted. The tender of H. Post, of Woodstock, for the erection of a boarding house and bunk house was accepted, and it has been decided that the freight house to be erected will be built by the company's own men.

The new premises for the Bank of Nova Scotia at Moncton, have been completed and the fittings are now being installed.

W. J. Higgins and R. N. Wyse are building handsome stone blocks in Moncton.

The Moncton school board has accepted the tender of L. H. Estano for installing a sanitary plant in the Victoria school there. The figures were $1,093.

Business in local hardware circles has been very good lately. There has been a brisk demand for haying tools, and general hardware has been in good demand.

W. E. H.

Interesting Trade Items Gathered in Ontario

A Number of Novel Sales Ideas Used by Brantford Merchants —A New Hardware Sideline—St. Thomas Merchant Pleads For Closer Alliance Among Hardwaremen — Bicycles Again Coming into Favor at Chatham.

OTTAWA.

Aug. 4.—On August 1st the hardware business carried on for many years by W. Graham, on Bank Street, was taken over by Robert Mulhall, who has for the past five years conducted a successful hardware business at 806 Somerset Street. In addition to his new undertaking on Bank Street, Mr. Mulhall will continue business as formerly at his Somerset Street store, and at both stands a large and up-to-date stock of hardware will be carried. He will make a specialty of contractors' supplies, stoves and other house furnishings. Mr. Mulhall is well known in Ottawa, having had in all twenty years' experience in the hardware line. For eleven years he was with W. Graham, whose business he has just purchased. For four years he occupied the position of buyer for Butterworth & Co., Sparks Street, and for the last five years he has been in business for himself.

J.O.H.

TORONTO.

August 4.—Theo. Miles, who formerly was the Toronto representative of the Boeckh Bros., Co., Ltd., but for several years has been looking after the territory west from Port Arthur to the Pacific Coast, is again about to look after the wholesale trade in the Queen City. No doubt many of his old time Toronto friends will be pleased to hear of this change. He has been with the same firm for thirty years and has a large circle of friends among the trade.

BRANTFORD.

August 3.—A variety of the "grab bag" scheme, and one possibly more practical for hardware lines, was instituted by a local jeweler on Saturday. One hundred articles were placed in the window, and forty were numbered consecutively for men and sixty for women. The articles ranged in value from $1.00 to $10.00, and the numbers were incased in envelopes. The purchasers paid ninety-nine cents for their choice of the envelopes, which were plain ones, and the number similar to the one enclosed, which was in the window, was taken by the purchaser. The articles included two gold filled watches which were no doubt the magnet. This is more practicable for use by hardware merchants than that of the "grab bag," as it allows more bulky articles to be included. A portion of the store could be arranged for the articles which were to be displayed.

Henry Yeigh, president of Telephone City Stoves, is holidaying at Geneva Lake, Y.M.C.A. headquarters. Mr. Yeigh is an active member and supporter of the local Y.M.C.A.

P. H. Secord, contractor, of this city, has decided to close his office at Welland.

Up to the present time, the collecting by the official collector of the Brantford Merchants' Protective Association has been done solely by systematic letters, and through this means some $750 has been collected in a comparatively short space of time. On Tuesday evening a meeting was held at the office of Collector Willets, when the latter submitted his report. The sum of $14,000 in outstanding debts was reported to be the total of the accounts handed in to the secretary by members of the association, for the collection of which efforts had been previously made individually. These are now all in the official collector's hands, and this week he starts on his rounds. It is expected that many of them will pay up when the collector makes his appearance.

Merchants on the south side of Colborne Street, including four hardware merchants, and a number of plumbers and electric furnishers, have been greatly put about by the changes now being made. The street is being paved, and the street railway is double-tracking its line. The present line of rails has been moved adjoining the sidewalk, and as these merchants have no back alley, delivery of heavy goods is almost impracticable. There has as well been much loss of custom. One merchant stated to your correspondent that the returns for one day last week showed a decrease in sales of $240, with no other reason than the inconvenience of crossing the street and the blocking of the right of way. The merchants sent a delegation to the meeting of the city council and a resolution was passed alleviating the difficulty to some extent.

A side line that is handled by Turnbull & Cutcliffe, Colborne Street hardware dealers, is that of family safes. "Though there have not been many sales during the summer months, we disposed of a number of them in the spring, ranging in price from $15 to $100. They are a splendid invest-

ment, especially for farmers, affording a safe place for documents and cash," said a member of the firm on Saturday.

Hammock closing-out sales are now in full swing, coupled with ice cream freezers and other yet seasonable lines. Watt & Squire, Telephone City Stoves, and other dealers announce sales of graniteware and aluminum ware. Some complaints are raised that the grocers are cutting into the graniteware trade, a number announcing special prices for fall goods.

An advance automobile of a Sheffield cutlery firm arrived in the city last week, and besides cutlery, especially razors, other novelties are sold. The hardware merchants feel that it is enough that the cutlery trade should be so finely cut up, without firms inducing sales of razors by giving away four pair of scissors with each one.

Thornton Smith Co., Toronto, have been awarded the contract for painting and decorating the inside of the Paris Presbyterian Church.

The Grand Valley Radial Railway Co. will build a new station at Paris.

Plans have been completed by Fairchild & Barber, Simcoe, for a two storey building for T. H. Fick, on Kent Street, Simcoe.

H. F. Dickie, tinsmithing and heating, Welland, will remove his shop to that formerly used by A. Griffiths, wool dealer—much more commodious premises.

The Supreme Heating Co., Welland, is shipping a large number of steel ranges to their agents at Winnipeg, trade being reported as excellent.

It is hoped to have the plant of the Bain Mfg. Co., Welland, in operation by November 1st. They will manufacture hay tools. A. W.

CHATHAM.

August 3.—"The bicycle trade is better this year than it has been for two or three years," remarked D. H. Douglas, of Geo. Stephens & Douglas' hardware store this afternoon. "The trouble with the trade has always been the presence of so many second-hand wheels on the market. The collapse of the big bicycle craze about 1898 fairly flooded the market with wheels, and for five years after that they were a noticeable feature. Gradually, however, they have been wearing out. The result is that people have to buy new wheels or else give up riding—and we find that they prefer to buy new wheels, and appreciate a good, reliable article."

This has been a quiet season for Paris green. A hardwareman gave it as his opinion that the drug stores were getting the larger share of the trade this year. At the same time, there has been a big falling off all round, due to the scarcity of potato bugs. Where last year he required 800 pounds to meet demands, this year about 200 will suffice.

Grain bags and grain scoops are commencing to move now, with the advance of the harvest season.

Building permits last month aggregated only $18,854.50. Owing, however, to the liberal time limit allowed for returning applications, these figures scarcely represent July building.

This has been an exceptionally dull season for refrigerators owing to ice scarcity. Dealers are doing some cutting rather than carry over their stock. Ice cream freezers are also affected.

Agents are going throughout the country selling charcoal irons at $2 each. Practically the same article is offered in hardware stores at 90c. or $1. Asbestos irons are also in evidence in stores, and seem to be taking pretty well. So far, Westman Bros. are the only firm giving much attention to gas irons, which are gradually coming into favor.

"We are ready for early closing any time now," was the remark met with in several stores to-day. During the harvesting season the early closing agreement between the hardwaremen, which has been in existence some four years or more, is allowed to relax, for the accommodation of the farm trade. The feeling seems to be growing, however, that the game is hardly worth the candle at times.

E. Blake Arnold, heating engineer of the Dominion Radiator Co., Toronto, is visiting in the city. Mr. Arnold's engagement to Miss Etta Watt, daughter of J. B. Watt and for some time associated with the office staff of the Watt plumbing establishment, is announced, the wedding to take place in the near future.

The Wallaceburg Brass and Iron Mfg. Co. is running full blast, with nearly 40 hands steadily employed. An addition to the moulding plant, designed to accommodate more men, is being built, and a new 50 foot smoke stack is being erected for the foundry.

Incendiaries seem to have a grudge against Blenheim hardwaremen. Last week a deliberate attempt was made to set fire to a shed in the rear of J. W. Fleming & Sons' hardware store, fortunately without success, while more recently a shed behind C. E. Myers' hardware and bicycle shop was similarly visited, the fire being luckily extinguished.

The Western Bridge & Equipment Co., has under construction a steel span 120 feet long at Glen Norman, Que.; also three bridges in Romney and four in Essex where the company has just completed a steel and concrete structure for the county. Bridge building in this section has been very active this year.

V. L.

ST. THOMAS.

Aug. 3—The first new wheat of the season was received by the John Campbell Milling Company this week. When 500 bushels came in from this vicinity. The quality is good and brought a price of $1.03 a bushel. The outlook for oats is not bright and prospects are that crop will be light. Corn is showing up fairly well and the rain of last week made a big improvement in the root outlook.

The local hardware trade is feeling the effects of farmers being busy in the field. There is not much movement in farmers' supplies.

W. J. McMurtry bought the stock of S. A. Crawford for 67½ cents. It is likely the store will be continued as a branch, as the purchaser also bought the property for $1,200. Three years ago Mr. Crawford paid $1,800 for it. The store at one time commanded a rental of $600 a year.

The customs returns for July were $19,246.55, showing an increase over the same month of last year.

The employees in the Ingram & Davey store are now taking their turn at holidays. The firm gives a week to each.

The building trade keeps active. The Commissioner has just handed out his report for July which amounts to $77,635, showing a substantial increase over last year. Outside of the Grace Methodist Church the permits were mostly for residences costing from $1,800 to $3,000.

The builders who are connecting several houses with the one-sewer outlet are to get a jolt from the council. Engineer Bell is investigating, as connections can only be made by permit.

When the Insurance Electric Expert gets through with his inspection of wiring here it is likely that a great many residences will have to be re-wired as a lot of work has been done by amateurs who have no place of business.

An unfortunate but practical illustration was exemplified (in the Ingram & Davey store) that clerks should attend to the firm's business, rather than fool away time doing other work. A saleswoman of the graniteware department was cleaning a diamond ring belonging to Mr. Frank Barrett, manager of the tool department, when being suddenly called away, she left it lying on the show case and on returning later it had disappeared. So far it is has not been recovered.

A member of a local firm commenting on the article in last week's Hardware and Metal, re interchange of surplus goods, said, "he thought it a good idea but it would be hard to work out in this city unless the dealers got together closer than they are at present. The tendency here is to cut prices below the other fellow, if a customer should say that he could get an article a little lower down the street, instead of being firm and telling them that he knew they were wrong, the cut is made to get the sale. As an instance, a certain firm has had the sash weight trade at $1.80 per cwt. which is certainly worse than nails. Another dealer, starts offering them at $1.75 thus bringing the price down to this basis as the cut was met, and they still hold the business. So long as the trade here does this, so long will they stand in their own light." It is to be hoped that an effort will be made for a more friendly feeling among the local dealers.

F.

ERROR IN ADVERTISEMENT.

In the advertisement of Gurney, Tilden & Co., Hamilton, in our annual Stove Number, No. 8 with water front $26, should have read, No. 8 square, $26.

We find on referring to original copy that we are entirely to blame for this error, and trust we have not caused Gurney, Tilden Co. or any retail stove dealers any great inconvenience.

News From the Prairie and British Columbia

Building Being Pushed at Prince Rupert—Vancouver Gets an Iron and Steel Plant—Retailers Urge Caution in Proposed Exposition at Winnipeg.

WINNIPEG.

August 3.—Encouragement has recently been given to the promoters of the National Centennial Exposition by a promise from the Manitoba Government of a subsidy of $250,000. The estimates total about $5,500,000 as a sufficient sum to permit of an exposition which will do credit to the Dominion of Canada. It is decidedly noticeable that those who are the chief promoters of the exposition are men who have a supreme interest in a rapid increase of the population ; and that there is a decided reticence on the part of retail merchants everywhere to support any scheme which may mean a severe setback to the retail trade of the country. It is acknowledged that the men who have served the city most ably in the past, are men who operate a retail business. The wisdoms and judgement of the retail merchants are not questioned in discussing any other item of interest to the city generally. Yet it must be admitted that the merchants of the city have not given their unanimous support to a cause which is at present vitally interesting financial and real estate brokers, and further some of our merchants have taken a decided stand in the matter and claim that the city is rushing into an affair which will cost her dearly in years to come, when the money market is weak and trade generally is restrained. The merchants are justified in referring to Chicago and St. Louis and several other cities where great fairs were held, as instances of a terrible aftermath. One merchant said that "if the centennial is a sure thing I will sell my business for 75 cents on the dollar ; I would rather do that than have it go down, as it surely will for several years after such a strain as the city will be obliged to suffer. The merchants at least have a right to be consulted on the matter. And the promotors would be wise in taking heed to the objectionable features of such an exposition as well as the most promising. The cautious attitude of the Dominion Government in supporting the centennial has been really the first impediment to that which has been heretofore merely a passing wave of enthusiasm. It is hoped that from now on the affair will assume a more sane aspect.

G. F. Stephens, who recently returned from a trip west is very exuberant over the prospects for an excellent crop. "If the yield is as heavy per acre as it appears," he says, "the railways will have a heavy contract in shipping wheat this fall. And what makes the matter more serious, there is no coal in the country, owing to the strike, and the railways will not have an opportunity to bring coal in until the wheat is out. It looks to me as though there will be a coal famine this fall. It is always winter before the heavy wheat traffic subsides."

The Pease-Waldon Company, of this city, have secured several contracts for heating plants to be installed in public schools in various parts of the west. They will install furnaces in schools at Armstrong, B.C., Vernon, B.C., Lethbridge, Alberta, McLeod, Alberta, and Medicine Hat, Alberta.

Fireless cookers are to be found in a few of the retail stores in this city. Those who handle them report a rapidly developing trade in this line.

G. F. Stephens & Co. Ltd., wholesalers and manufacturers of paints and varnishes, are building a four storey addition to their factory. The new part will be 40x50 feet, and will cost about $20,000. L. C. H.

SASKATOON.

Aug. 1.—The Western Plumbing & Heating Co., of Saskatoon, have been awarded the following contracts: Plumbing and steamheating the Bowerman Block, the Union Bank, and the Baldwin Block. The latter contains 27 bathroom suites. The same company have also the heating of the new warehouse for the International Harvestor Co.

D.G.R.

PRINCE RUPERT.

July 31.—H. H. Rowe & Sons, have opened a tin shop on Second Avenue. For the past two years Mr. Rowe has done business in Port Essington.

Building is going ahead rapidly, about $100,000 worth being in process of construction.

NELSON.

July 31.—A new electric hoist, with a lifting capacity of 6,000 pounds is replacing the hydraulic formerly used in J. Y. Griffin & Co.'s warehouse on Front Street. This is the first electrically controlled elevator in this city.

VANCOUVER.

July 31.—Amalgamation is announced this week of the British Canadian and Western Canadian Pulp and Paper Companies, having offices in Vancouver and Victoria respectively. The former has a plant nearing completion on Howe Sound, while the property of the latter is on the west coast of Vancouver Island. According to present plans, the plant at Howe Sound will be manufacturing within a month or two.

Conditions on the coast appeal so strongly to J. C. and Angus McDonald, of Grand Forks, B.C., that they will move to Vancouver their large steel and iron plant, which has been operated in the Boundary mining town under the name of the Grand Forks Structural Iron and Steel Company. A few weeks ago, these two gentlemen visited the coast cities. This is an opportune time for entering into business on the coast, as building is extensive, with many structures calling for iron and steel.

The value of the building permits last week was $79,100. The number was 29, all for dwellings.

McDonald, Wilson & Snyder have been awarded the contract for the construction of the superstructure of the new Masonic Temple, which will be located at the corner of Seymour and Georgia Streets. The price is $45,000. The excavation and foundation for the building has already been completed and paid for The new building will be 50 x 120 feet, three stories high. Six stores on the ground floor will be for rent, while the Masons will occupy the rest of the building.

With the object of saving money, the water committee of the City Council has had estimates prepared of the needs of the waterworks system for the next two years, instead of for the next year only. The amount is $370,132, and includes 4,000 new services; 200 new hydrants; 30 miles six-inch mains and laying; 15 miles eight-inch mains; 5 miles 12-inch mains; 2 miles four-inch mains; new valves.

The Western Canada Power Company, formerly the Stave Lake Power Company, is calling for tenders, locally, for the four big bellmouths for the intake dam at Stave River Falls. These pipes will be the largest of the kind in Canada, the diameter of each on the upstream side of the works being 17 feet, tapering to 14½ feet. Several local firms are tendering for the work.

VICTORIA.

July 29.—Trade for the past week has been very good. Hardware men are getting their share, building still being very brisk, at the beginning of this week the value of permits issued being several thousand dollars ahead of last July, the figure being about $110,000. This building activity together with a good healthy condition of affairs and a heavy tourist travel, all the hotels being full, tends to make business good.

The Carmanah Coal Company has begun developments on their claims near Cloose on the West Coast.

A new sash and door factory is to be built on Douglas Street provided the necessary permit can be obtained. Burdick Bros. are the applicants for the permit.

The city council are to install eight bubble drinking fountains at different points about the city and suburbs. One is to be placed at the corner of Store and Cormorant Sts. The fountains are of the most modern type and there are no drinking cups. Work is to commence at once on the instalation of these fountains. W. B. C.

"V" CRIMP-ROOFING CORRUGATED IRON

METAL SHINGLES AND SIDING

PAINTED AND GALVANIZED
Made from Best Quality Steel Sheets

This is a profitable line for you to handle

WRITE FOR OUR PRICES

The Winnipeg Ceiling and Roofing Co.

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WINNIPEG, - - - - - MANITOBA

G. F. Stephens & Co., Limited

WINNIPEG and CALGARY

The largest distributors of **BRUSHES** in Western Canada.

Jobbing Headquarters for

Whiting's Brushes
English Solid Back Horse Brushes
English Solid Back Scrub Brushes
Fine Varnish Brushes
Ridgley Trimmers
Paper Hangers' Tools

Write for Brush Book and Discounts

P.S.—We also ship all orders for Brushes the same day as received.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

A COMPLETE LINE

We invite a close inspection of Pease Warm Air Furnaces, Pease Combination Furnaces, Pease Round Hot Water Boilers, Pease Round Steam Boilers, Pease Square Sectional Hot Water Boilers, Pease Square Sectional Steam Boilers, and Pease Economy Steam Heaters and Ventilators.

We can furnish apparatus for heating and ventilating Residences, Stores, Offices, Factories, Churches, Schools, etc., by Warm Air, by Warm Air and Hot Water combined, by Hot Water and by Low-pressure Steam.

We have made an exclusive study of the heating and ventilating business for over a score of years.. The experience thus gained is at the disposal of our agents.

We maintain an Engineering Department, and every heating and ventilating problem sent us by our agents is made a separate study by a competent Heating Engineer.

We have received thousands of unsolicited letters from users of Pease Systems testifying to the superior quality of Pease plants, both as regards heat distribution and moderate operating cost.

Why not handle a line which is known to be entirely Satisfactory? Better write us to-day.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

The retail and wholesale merchants of Winnipeg, and it is hoped eventually of Western Canada, are taking steps to protect their rights against the departmental and mail-order houses. It is only within the past few days that they have become aroused in view of the possibility of the Government of Manitoba awarding a conspicuous favor to the T. Eaton Company, wholesalers in Winnipeg, and merchants in every part of the west have been seriously injured by the catalogue house, which moved to the west a few years ago, thus far they have not complained of injustice to the retail business, but it has come to a point where they must appeal to the Government for protection. In Ontario the Government has injured the retail trade of that province and of the Dominion, by giving the T. Eaton Company an opportunity to advertise themselves as a mail-order house. An effort is being put forth to prevent a repetition of that in the Province of Manitoba. It is expected that tenders for school books will be submitted by the T. Eaton Company, this month, and immediate action must be taken in order to prevent the Government from making any such blunder as was made in Ontario. At a meeting of retail hardware merchants on the evening of August 2, a petition, drafted by the Merchants' Association, was submitted and endorsed by that body. The hardware merchants have a district organization, but on this issue they are one with their fellow merchants.

The summer trade is excellent, wholesalers are quite satisfied with the orders that are coming in. Collections are small but they will increase considerably in a few weeks. The demand for wire is easing off, and that on threshers supplies and harvesting tools is increasing. Iron pipe is quite firm on the market and much of it is being used throughout the west. The heaviest demand is in builders' hardware, and it is to be regretted that this line is not left to the retail trade to a greater extent. We quote an advance of 7c per gallon on turpentine.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.80 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25: No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7 $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10. 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 per cent.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90· 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AUGUR BITS—"Irwin" bits 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, Etc. — Pressed, retinned and plan, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

ROPE Sisal, 10¼; pure manila, 12¾; British manila, 11¼c; lath yarn, 9¼c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galzanized, $4.30; 26, $3.55 and $4.55.

BAR IRON—Bar iron, $2,35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop. $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.50; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE — Black pipe, ¼ in., $2.50; ⅜, $2.85; ⅛, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2. $14.50; 2½, $24.40; 3. $31.50; 3½, $39.50; 4 $45; 4½, $52; 5, $58; 6. $75. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20. $4.10; 24, $4.30; 26, $4.70,; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9; ½ box, $4.75; IX. full box, $9; ½ box, $5.75; IXX., full box, $13; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case. $2.45; Family Safety, 24c; Search Light, 22c; Sterling Light, 24c; engine gasolene, 22½c; White Lily, 23c; Royal, 22½c.

PAINTS AND OILS — White lead. pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.40; in kegs, $2.55; turpentine, bbl. lots, 74c per gal. linseed oil, raw, 69c; boiled oil, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM and "Bell," $5.00 base.

HORSE NAILS—MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.55 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under. 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—22c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila. 12c; pure manila, 15c.

BUILDING PAPER—Plain, 58c per roll: tarred, 78c per roll.

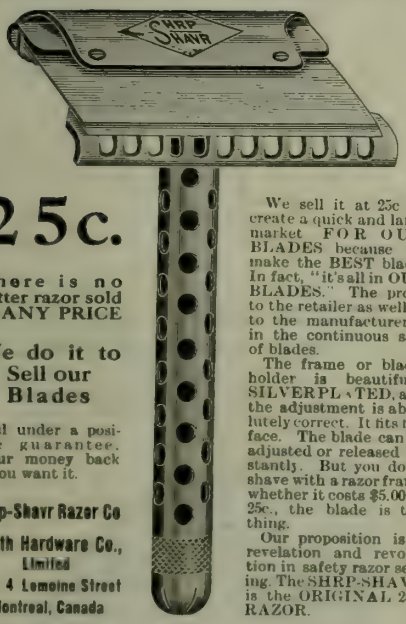
LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

"CARRON"
"AYRESOME"
"CLARENCE"
PIG IRON

Prompt Shipments.
Finest Quality,

A. C. LESLIE & CO.,
LIMITED
MONTREAL

SHRP-SHAVR SAFETY RAZOR



25c.

There is no better razor sold at ANY PRICE

We do it to Sell our Blades

Sold under a positive guarantee. Your money back if you want it.

Shrp-Shavr Razor Co
Smith Hardware Co., Limited
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We sell it at 25c to create a quick and large market FOR OUR BLADES because we make the BEST blade. In fact, "it's all in OUR BLADES." The profit to the retailer as well as to the manufacturer is in the continuous sale of blades.

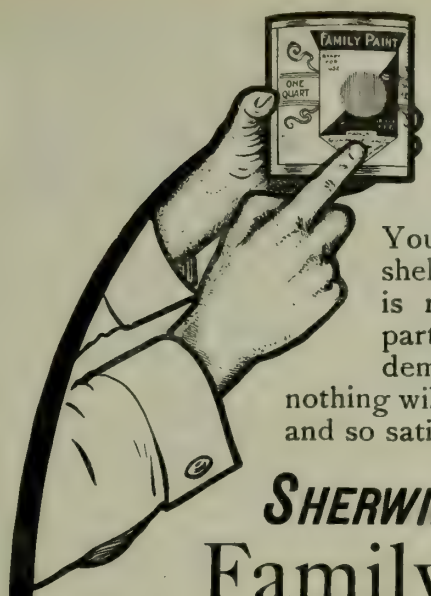
The frame or blade-holder is beautifully SILVERPLATED, and the adjustment is absolutely correct. It fits the face. The blade can be adjusted or released instantly. But you don't shave with a razor frame whether it costs $5.00 or 25c., the blade is the thing.

Our proposition is a revelation and revolution in safety razor selling. The SHRP-SHAVR is the ORIGINAL 25c. RAZOR.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.



Here's a Specialty Every Paint and Varnish Dealer Should Have.

You should have this specialty on your shelves. No matter what your stock is now, you should not pass by this particular product. There is a steady demand for a paint of this nature, and nothing will take care of the demand so well and so satisfactorily as

SHERWIN-WILLIAMS
Family Paint

It is the paint for household use. Just the thing for baseboards, shelves, boxes, flower stands, cupboards, tables, chairs, and the hundred and one little things about the house that need brightening up. It is ready to use, easy to apply, and can be repeatedly washed without injuring the finish. Twenty-four shades and black and white.

You can't get a more profitable or satisfactory specialty for your trade. It sells itself and makes sales for other lines, too—brushes, for instance. Order a small stock today.

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LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
CANADIAN HEADQUARTERS AND PLANT,
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WAREHOUSES 86 YORK ST., TORONTO, ONT.,
AND WINNIPEG, MAN.
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The Western Stove Makers
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.

ART GLASS

We have issued a new catalogue showing many of our latest designs, and have mailed one to each dealer. If you have not received one, drop us a card, and we will mail you another. Get in line with a CATALOGUE—There's profit in selling Art Glass.

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BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

A new roundhouse will be built at Lindsay by the G.T.R.

The American Horse Shoe Co., Erie, Pa., may locate a Canadian branch at Port Arthur.

English capitalists are touring the Niagara district looking for a suitable location for a tin plate factory.

The Toronto Bedding Co. has been granted a permit for a new factory building at that place, to cost $22,000.

The Norris Elevator Co., Winnipeg, will build five elevators this year on the line of the Alberta Railroad and Irrigation Co.

P. H. Brodesser, the president of the Brodesser Elevator Company of Milwaukee, intends to establish a branch factory in Winnipeg.

The $100,000 that the directors of the Nova Scotia mine at Cobalt have voted is for the purpose of erecting a twenty-stamp mill with an amalgamation and cyaniding process plant.

The Asbestos Mfg. Co., has taken over the Canadian Radiator Co.'s buildings at Lachine and will open them as a factory for the manufacture of asbestos, reinforced, corrugated and flat lumber, etc.

D. G Cooper is preparing to erect a new sawmill at Collingwood, on the site of the one destroyed a couple of years ago. A complete mill has been purchased on the North Shore, and will be removed and erected in Collingwood at once. The firm will be incorporated as the Kent-Cooper Company. It is expected that a couple of million feet of logs will be cut this fall.

Municipal Undertakings.

A sewerage system to cost $25,000 is proposed for Dunnville.

London ratepayers have endorsed the artesian wells waterworks scheme.

Several new water mains have been ordered by the Ottawa waterworks committee.

On August 19 a by-law will be voted on to issue $7,000 30-year, four and one-half per cent. waterworks debentures.

Exeter, Ont., ratepayers will vote on August 20 on a by-law to issue $220,000, 5 per cent. 20-year waterworks debentures.

Tenders will be received until Aug. 10 for materials used in the construction of the waterworks and sewerage systems.

Broley & Martin have secured the contract for contsructing the pipe line from Fairy creek to connect with the present Fernie, B.C., waterworks system. Work will be commenced at once.

Public Buildings.

A $2,000 school will be built at Blenheim, Ont.

A new Roman Catholic church will be built at Sherbrooke.

The B.C. Electric Ry. will build a number of stations along its line.

The Royal Victoria Hospital, New Westminster, will be enlarged at a cost of $75,000.

The new Women's Building at the Victoria Fair Grounds will be commenced at once.

The contract for the new high school at Edmonton was awarded to Carmel & Spencer, at $105,101.

Grimsby, Ont., council will submit a by-law to the ratepayers to provide $15,000 to erect a new high school.

The Roman Catholic corporation of Hamilton, will erect a new church and separate school in Dundurn Park.

Strathcona, Alta., ratepayers of this city will be asked to vote on August 9 on a by-law to raise $15,000 for the erection of a fire hall.

The tenders for the erection of a two-storey frame school at Regina were opened and the contract of T. R. Davidson at $2,084 was accepted.

The Winnipeg school board at a special meeting awarded to J. H. Tremblay & Co., St. Boniface, the contract to erect the new Greenway school at a cost of $77,000.

General Building Notes.

J. & J O'Neil will erect a 16-storey hotel at Toronto.

Two large double tenement houses are being built at Sherbrooke.

A. B. Ormsby, Toronto, will build at Mimico, a $65,000 residence.

The Ottawa Electric Co. will build a $20,000 addition to their Chaudiere power house.

Plans are being prepared by E. J. Lennox for a large buisness and office biulding on Yonge street, Toronto.

Work will shortly begin on the erection of the new steel framework for the Sherbrooke Stadium. The contract has been let to the Jenckes Machine Co., and the rink will be completed in time for skating in December.

A permit has been issued by the Toronto city architect to the Cummings-Lumsden estate to erect a ten-storey and basement office building at the north-east corner of Yonge and Adelaide Sts. The building will be constructed of steel and brick and will cost $150,000.

Railway Development.

The C.P.R. will spend $130,000 on terminal improvements at Sherbrooke.

The divisional yards of the G.T.P. and T. &. N.O. railways at Cochrane are nearly completed.

Construction work has been begun on the last section of the Chilliwack extension of the B.C. Electric Ry.

The C.P.R. will spend $75,000 on improvements at Aroostook Junction, N.B. Tenders for the extensions, which include a six-stall engine house, turntable and pit, will be opened shortly.

STOVE PIPE ELBOWS
In two styles.
The "O. H." (illustrated below).
The "Cooper" Patent Dustless.
3, 4, 5, 6, 7 and 8 inch square or bevel.

Made Up and Patent Stove Pipe Thimbles, Flue Stoppers and Collars, Tees, Tapers, Damper Lengths and Cast or Sheet Dampers
Manufactured by
E. T. WRIGHT & CO.
HAMILTON - - CANADA

"OUR SEASONABLE LINES ARE PROFITABLE"

Get our Prices on
SAND SCREENING,
GRAVEL SCREENS,
CONCRETE REINFORCEMENT,
CELLAR WINDOW GUARDS,
lined with fly cloth,
HORSE and DOG MUZZLES.
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HAMILTON, - ONTARIO
We make Jail Cells and Gratings of every description.

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SAFETY AUTOMATIC REVOLVER

A revolver that can be discharged in any other way than by pulling the trigger is a mechanical absurdity as well as a constant danger.

The things you can do to an Iver Johnson Safety Automatic Revolver without discharging it would keep you busy all day. The one thing you can't do to it is—fire it in any other way whatever than by pulling the trigger.

Handsome in appearance, made in many styles—like a rifle for accuracy—hard-hitting and speedy—but always safe to handle.

Don't Let YOUR Profits Get Away

The Trade everywhere is making money on Iver Johnson Revolvers because they are good revolvers, absolutely safe revolvers, and widely advertised revolvers. We keep them before the reading public in the big magazines and the sporting papers.

Keep them before your customers, be ready to handle the enquires we send you, get *your* share of the profits of our combined efforts.

Send for Dealer's Catalogue and give your Jobber an early Order

IVER JOHNSON'S ARMS & CYCLE WORKS

330 RIVER ST., FITCHBURG, MASS.

Pacific Coast Branch: Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

KLEANOL

METAL WOOD TONIC POLISHES

Represent the highest standard of polishing efficiency.

They are money makers for YOU.

A free sample on request.

NOVELTY IMPORT COMPANY

103 Church St.

TORONTO : ONTARIO

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

BARS and BOLTS

The secret of good iron is in the heating and the secret of a good trade in iron is in handling our products, which are always uniform, reliable and chemically correct

We make Iron that sells well

LONDON ROLLING MILL CO., LTD.

LONDON, CAN.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FIFTEEN SWISS RIFLES, $2.00 each for the lot. Box 878, HARDWARE AND METAL, Toronto. (33)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

FOR SALE CHEAP—3 hot water boilers (second-hand), in good condition. Capacity 450-600-850 square feet. Apply Box 877, HARDWARE AND METAL, Toronto. (31)

BUSINESS CHANCES.

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

FOR SALE—Hardware, stove and plumbing business in one of the best towns in Ontario. Stock about $5,000. Address, P. O. Drawer 737, Owen Sound. (35)

GENERAL HARDWARE BUSINESS in the county of Ontario. Good farming and dairy country. Will sell at a rate on the dollar for cash for acceptance at once. Box 867, HARDWARE AND METAL, Toronto. (32)

OLD ESTABLISHED HARDWARE STORE and tinware business for sale, located in splendid farming and dairy district. Carrying stock between $7,000 and $9,000. Would sell workshop separate. Would accept low price for immediate sale. Box 872, HARDWARE AND METAL, Toronto (tf)

PLUMBING and tinware business in one of the best towns in Huron County. Excellent opening for a tinsmith. Stock and tools about $1,500. Box 875, HARDWARE AND METAL, Toronto. (31)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

A HARDWARE CLERK, young man, to travel in Western Canada—Manitoba and part of Saskatchewan. Box 21, HARDWARE AND METAL, Winnipeg, Man (tf)

SITUATIONS WANTED

HARDWARE CLERK wants better position. Good stock-keeper, show-card writer and window trimmer. Has got the experience and best of references. Box 874, HARDWARE AND METAL, Toronto. (31)

HARDWARE CLERK, 15 years experience in England and Canada, counter or book-keeper. E. Weeks, Sturgeon Falls, Ont. (32)

YOUNG MAN, 25 years of age, good habits, best of reference from wholesale representatives, past and present employers, at present managing retail store, stock $8,000, open for engagement after September 1st. State wages paid in replying. Box 871, HARDWARE AND METAL, Toronto.

YOUNG MAN coming west, has three years experience in retail hardware, can keep books, good references, wants position in wholesale or retail by 1st September. Geo. Petch, Melbourne, Ont. (34)

PARTNERSHIP WANTED

EXPERIENCED ACCOUNTANT and implement man wishes to correspond with hardwareman in western Canada with partnership in view. E. Weston, 542 Gladstone Avenue, Toronto. (25)

MISCELLANEOUS

CUT DOWN YOUR PRINTING BILLS one half, by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile typewritten letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a WRITERPRESS to run off circulars and letters, sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ontario.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The Light Touch MONARCH is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King St. West, Toronto, Ont.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

MISCELLANEOUS

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT WANTED—Capable agent required by first rate English house for glaziers' diamonds, with connection amongst wholesale buyers, importers, etc., in the various distributing centres of Canada. Commission only. Box 47, HARDWARE AND METAL, 88 Fleet St., E.C., London, England. (31)

TECHNICAL BOOKS

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto.

ARTICLES WANTED

WANTED—Some good second-hand store fixtures. Give full particulars as to time they have been used and price. Box 876, HARDWARE AND METAL, Toronto. (31)

SITUATIONS VACANT

WANTED—First-class traveling salesman for wholesale hardware house to cover territory from Brockville to Belleville. None but first-class men need apply. Address Manager, P. O. Box 2310, Montreal. (32)

WANTED—A first-class hardware clerk, one thoroughly conversant with all the details of the retail hardware trade. Must be a good stock-keeper. Apply to Drawer 544, Port Arthur, Ont. (32)

The Retail Paint Trade

THE FALL CAMPAIGN.

Paint dealers should now commence to make preparations for their fall campaign. They may leave their actual hustling after orders for a little while longer, but now is a good time to plan out a strong campaign, so that when the right time comes there shall be no hesitation, but a speedy dash after the consumer. In going after the fall demand the dealer need not differ very much from his spring efforts, providing of course that the latter proved effectual. The talking points will be different in some degree, for the dealer has to overcome the old-fashioned idea, strongly held in many places that the fall is not a good time for painting, and that if a house is not coated during the spring or summer, then it is better to leave it until next year. This idea has to be overcome by the dealer, and he has therefore to use talking points somewhat different from those used in his other campaigns, although he maintains the great truths as to the absolute necessity of paint both from a profitable and a sanitary point of view.

If the spring campaign has been effectively carried out then the dealer will find his work much lighter. Instead of breaking into fresh ground he has only to continue driving in the wedge that he started early in the year. One campaign helps another, and widens the sphere of action. The dealer must remember that his fall campaign must be as strong, if not stronger, than his spring one, for in the former case he has to overcome, as we stated, the idea that fall painting is impracticable. He will, therefore, probably have to work harder, but the results will repay him.

The dealer, therefore, should now set to work to plan out his campaign. He must have his selling points clearly understood, his personal canvass fixed up, a series of window displays arranged, and any other good strategic moves, which his spring campaign may have shown him, ready to use. The great point to impress upon the community is that painting can be done at any time of the year, and to do this properly the dealer must get after the consumers, and show why this is so. Combat the prejudices that so many property owners have against fall and winter painting, and not only can a good trade be worked up for the period of the year, but the next spring campaign is rendered all the easier for the efforts made now. We propose to show in a series of articles, as was done during the early part of the spring, how the paint dealer can best conduct his fall campaign.

WORDS OF WISDOM FOR CLERKS.

The clerk gets his full share of advice, until sometimes it fairly palls on him, but there is so much of truth in the following paragraph that we cannot refrain from reproducing it :

"Your employer's business is as much your business as his ; it is therefore your duty to keep your mind on it and guard his interests just the same as if it really belonged to you. You want to try and see each day how much you can learn and how much you can better

THE particular dealer we want to get in touch with this time is the man who is tired of handling the kind of paints and varnishes and enamels that don't pay shelf-rent—the dust-catcher kind nobody ever calls for twice, and few people even once. There's news for that dealer in the selling power of FLOORGLAZE (the king of solid-color floor enamels), GRANITINE (the floor finish that wears amazingly) and quite a few other lines of ours that make good.

If that dealer wears your hat it will pay you to ask us questions this very day

Send for sample can of FLOORGLAZE, or GRANITINE

Stocks at Toronto (6 Morse Street), Winnipeg (108 Princess Street), and Vancouver (550 Beatty Street)

IMPERIAL VARNISH & COLOR CO., Ltd., TORONTO

IMPERIAL

Hay Baling Wire

The quality of our Annealed Hay Baling Wire is peculiarly suited to the work of hay pressing.

We have always given to this class of Wire special care and attention in making, our desire being to supply an article that will give satisfaction.

Our wire is strong and tough, and will stand the necessary strain.

Specify "M.R.M." when ordering, as in doing so, you will be sure to get Wire that will do the work required of it in a satisfactory manner.

THE MONTREAL ROLLING MILLS CO.

yourself. Don't be one of those clerks who are always waiting for something to turn up, for you will find things seldom or never turn up, especially the better things, unless you turn them up. When you kill time, or wait for the store to close, you are robbing yourself of the golden opportunities of a lifetime; and don't complain about not having opportunities, as they are all around you. All you have to do is look for them. Make every occasion a great occasion, for you can not tell who may be taking your measure for a better position. It is, indeed, very important that you make the most of your time while on duty, something, I regret to say, many clerks fail to do, for that is what your employer pays you for, and has a right to expect. Then, too, remember that upon how you spend your time depends your success in life. Put life and enthusiasm into your work, and see where a thing can be done here and there that will bring in more money or will make the store more attractive and inviting, for anything that helps your employer's business is sure to help you; and if you are the kind of a clerk you should be you will never rest until you have the details of every branch of the business at your finger's ends. While you may be a college graduate, or the honor man of your class, this counts for very little with the man who employs you. What he wants and expects is practical, everyday results—not theoretical dreams."

PAINT AND OIL MARKETS

MONTREAL.

August 7.—Trade is quieter than it was, although there is a steady output of business. This is the breathing time before the great fall business that is expected, and manufacturers are preparing for an active demand, taxing all their resources to supply. Putty still continues to be one of the most prominent movers. Quotations have been steady all the week, and no price changes reported.

TURPENTINE — Turpentine, which was advanced last week, continues to hold its own as regards quotations, but the call is not so heavy as it was. We quote 66c for single barrels, net 30 days.

LINSEED OIL—Yielding to the present mid-summer conditions linseed oil is quiet, but there is a fair inquiry for round lots for later delivery. The market is unchanged, and we quote on 1 to 4 barrels, in one delivery: Raw, 64c per gal,; boiled, 67c per gal., net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD—A sagging is noticed in the recent brisk demand for this article, and the opportunity has been taken by grinders to accumulate stocks in anticipation of a good autumn trade. No price changes are announced, and we quote: Strictly pure, $5.60 to $6.10, according to quality, and No. 1, $5.10 to $5.60, f.o.b., Montreal.

RED LEAD—Red Lead maintains its strength as regards quotations, but there is no special feature to note, the turnover being normal. Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; less quantities at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

WHITE ZINC—An encouraging trade is developing in all grades of white zinc, and good shipments are reported from many points. We quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾.

PARIS GREEN—Trade is quieter than is usually the case during the first week of August. Potato growers state that the remarkably cool nights are tending to make the potato bug dormant, and consequently less voracious. We quote: 50-lb. drums, 17c per lb.; 1 lb. packages, 100 lbs. in case, 18c per lb.; 1 lb. tins, 100 lbs in case, 19c per lb.

VARNISHES—Varnishes share in the general quietness now prevailing, and with the exception of a little better call for varnishes and japans in small tins, the market may be said to be on the dull side.

PUTTY — Putty continues to experience a good call, and orders are reported to be extremely liberal at unchanged prices. We quote: Standard putty, 800 lbs., in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs., in barrels, $2.15; in 100-lb. cases, $2.25; in 25-lb. tins, $2.15; 12½-lb tins, $2.35, f.o.b., Montreal.

TORONTO.

Aug. 6.—This is an off week in the paint trade, with very little trading being done. Country hardwaremen are buying leads and dry paints and also some ready-mixed, but the volume of paints generally moving is very little. There is a "between-seasons" air to present business, and jobbers are looking to the fall rather than bothering much about the conditions just now. Paris green is active, probably the only line selling well this week. On the whole the situation might be described as fair.

Prices remain stationery on staple lines. Turpentine is off color again with prices ranging from 66 to 72 cents.

LINSEED OIL—Business in oil locally is rather quiet, this being holiday season in many lines. In Great Britain the prices for linseed oil remain very firm; also flaxseed, figures indicating that there will not be any change there for some time. At present quotations there it is impossible to bring English oil to Canada and for the next month the Canadian crushers must depend almost entitely upon their present supply of seed for oil, so that it would not be surprising if they advanced a little in view of some increased demand next month. Raw is

When you sell Paint sell the Real Thing

Give your customers paint that is all paint, pure paint—no adulterants.

Give your customers what you know will do absolutely satisfactory work.

"ENGLISH"

LIQUID PAINT

is guaranteed pure paint, with a formula on the can. This formula shows the base on which the paint is made: 70% pure White Lead (Brandram's B. B. Genuine) and 30% pure Zinc White, mixed ready for use with pure linseed oil, pure turpentine, and dryer.

This means satisfied customers; brings them back to your store and sends their friends to you.

Just send us a postal card for prices and selling plans

BRANDRAM-HENDERSON LIMITED

Montreal Halifax
St. John Winnipeg

That Beautiful Effect

so desired—that flat, subdued, velvety appearance which every housewife likes so well to see on her walls and ceilings—is produced by

MURESCO

It Works Wonders

It is easy to apply. Only one coat is needed, Muresco being a high-grade, uniform, consistent preparation. It will not peel, rub off or crack, as certain kalsomine preparations will. One coat of Muresco is worth several cold water finishes.

Our Price and Color Cards will interest you *Are you carrying Muresco?*

Benjamin Moore & Co., Limited

West Toronto, Canada

NEW YORK CHICAGO CLEVELAND

Ask for particulars of our Dealer-Helping Selling Plan.

Lacqueret is an "All-the-year-round-seller." That's because there are a hundred and one uses to which **Lacqueret** can be put almost daily by the careful housekeeper.

LACQUERET

is a transluscent lacquer that is positively unequalled for brightening up any kind of worn, frayed woodwork. A touch of Lacqueret will make that old furniture stored away in your customers' attics look like new. Tell them about it. You can sell Lacqueret every day if you recommend it to your customers.

INTERNATIONAL VARNISH CO., LTD.

TORONTO

MAKERS OF FINE VARNISHES

Branch of Standard Varnish Works

NEW YORK CHICAGO LONDON BERLIN BRUSSELS

64c for single barrels and boiled is 67c. Five to nine barrel lots are one cent less, and ten to twenty two cents less per barrel.

TURPENTINE—In turpentine there has been a steady advance from day to day in Savannah. Many dealers have found it hard to believe that the quotations there would be maintained. Information coming from there indicates that the market has been cleaned up from day to day and that the demand has always been sufficient to take all that comes forward as the supply so far this season is less than has been the case for the past two years. It seems likely that there will be a little better demand for home consumption and it is believed that the present figures will be well maintained with a possibility of a further advance in September. Locally the prices are unsettled, the range running from 66 to 72 cents for single barrels. One house quotes 66c; another 67c, still another 70c (last week's quotation) and the remainder,—and they are in the majority—72c. Very little trading is being done.

WHITE LEAD—Corroders report a good demand for lead in oil from all over the country. Locally sales are of moderate amount, though called for in many orders. So far this year's sales are in advance of last year, and the fall is expected to run up the business done in lead to respectable figures. Prices are unchanged. No. 1 is $5.50 to $5.75; pure white runs from $5.90 to $6.10, with a superior grade at $6.35. Red lead at $4.50 for casks and $4.75 to $4.80 for 100-lb. lots is steady. There is not much new business being done, however.

PUTTY—As the season progresses putty shows signs of renewed activity. There is life behind present conditions, judging by the interest taken, but as hardwaremen have had as yet no very great demands they are not buying extensively. Prices remain unchanged. Bulk in casks is $1.75; 100-lb. drums, $2; bladders, in barrels, $2.15; and cases, $2.25. Window glass while moving slowly is showing up slightly better than last week.

STAINS AND VARNISHES—These lines have come to a full stop—almost. Next month with a renewal of housecleaning for the winter should see them active again, as well as tints and wall coverings. Ready-mixed paints sold well before the holiday, but demand has declined again. There is fair trading, however, being done. Paris green is going out in some fine sales.

PETROLEUM—Stationary business conditions and unchanged prices rule coal oil and kindred lines. The summer oils are steadily active. Motor gasolene is 16½c, and benzine, 15½c. Coal oil prices hold at the usual figures.

FIFTY YEARS OF PETROLEUM.

Fifty years ago the petroleum industry in this country was unknown, says the Paint, Oil and Drug Review. A little oil was produced from pools or oil springs and was sold for medicine, but the supply from this source was not sufficient for illuminating purposes. Coal oil was distilled from certain oleaginous shales and had already come into general use as an illuminant when Colonel Drake, in August, 1859, drilled the first oil well in the world, near Titusville, Pa., and there demonstrated the possibility of securing oil by tapping the hidden natural reservoirs from which the oil seeps came. Soon the process of distillation was discovered and from that time on the progress of the petroleum industry in this country and the world has been steadily onward, until now the crude product in America alone is valued at over $130,000,000 a year, and the exports of refined petroleum and by-products exceed in value $100,000,000 annually. The oil producing industry has spread over the world, the large producing countries outside the United States being Russia, Austria and Mexico.

The fiftieth anniversary of the discovery of oil will be celebrated next month. It is not easy to estimate the effects of the use of petroleum in the fifty years that have elapsed since that well was driven nown at Titusville. The oil lamp has supplanted candles and whale oil; the gasoline engine is supplanting in many places steam; the automobile is driving out horses, and the first billionaire has arrived. That billionaire sprang from the Titusville oil well. Aviation was rendered possible by Colonel Drake when he drilled that well. No man exceeded Colonel Drake in drilling better than he knew. He is dead and gone, but before he left these earthly scenes he had laid the foundation for more changes in material things than he could enumerate on his fingers and his toes combined.

PRESERVATION OF FENCE POSTS.

The Forest Service, in its study of prolonging the life of fence posts, has found cheap and simple methods of preserving them in a sound condition for an indefinite time, even though they are the poorest and naturally least durable woods.

Decay is not a simple process like the crumbling of stone or the rusting of iron. It is caused by low forms of plant life which thoroughly permeate the wood, discolor it and cause it to become disconnected and "rotten." To preserve the timber in a thoroughly sound condition, it is only necessary to render the wood unfit for the growth of these organisms. This is done by injecting into it substances poisonous to plant life.

One of the most widely used preservatives is creosote, one of the by-products of coal tar. When it is injected into the wood, decay will be retarded indefinitely and an old-field pine or a cottonwood fence post, when properly treated, will easily give a life of twenty years or longer. Such a preservative treatment costs about 10 cents per post. The creosote can be applied by painting the wood with a brush or dipping it into the liquid, but much better results will be obtained if it is actually injected into the wood instead of merely coating the outside. If the "brush" method, or painting is used, the creosote should be applied at a temperature of about 180 degrees F. Two coats should be given at least twenty-four hours apart. If the posts are dipped directly into the preservative, the creosote should be heated to about the same temperature. The best results of all can be obtained by first heating the posts in a bath of hot creosote and then either transferring them quickly to a bath of creosote at a lower temperature or else shutting off the heat and allowing the posts to remain in the oil as it cools. By such a method the sapwood will become thoroughly permeated with the creosote.

The Canada Paint Co.'s PICNIC

The 17th annual picnic of the Canada Paint Co. was held on Saturday last at Maple Grove. Despite the heavy rain at the commencement of the day much enthusiasm was manifested by the picnickers, who numbered over three hundred and fifty.

As Mr. Thomson, the superintendent, appeared at the depot the air was rent by a yell which made a native red-skin remark: "Pale Face Make Big Noise, Steal Poor Injun's Thunder!" A Chinaman was also carried away by the excitement, saying: "Likee Goee Pickee Nickee Vellee Muchee, Washee Dishee, Savee?" His services had to be declined, however, and, undaunted by a heavy downpour of rain, the special train carrying the employes of the Canada Paint Company rolled out of the Canadian Pacific Railway Station at Windsor St., Montreal, on Saturday last, Leaving the suburbs of Westmount and Montreal West, the train quickly sped over the bridge which spans the mighty St. Lawrence at the Lachine Rapids. Passing the ancient Indian Village of Caughnawaga, classical Chateauguay was soon reached, and a tremendous roar greeted the "Hangers-on" at each station as the Leather-Lunged-Lead-Lifters yelled the war cry:

"We are the people"
"Yes, we are,"
"Canada Paint,"
"Canada Paint,"
"Rah! Rah!! Rah!!!"

An advance guard had been despatched at 7 a.m. to prepare the tents and booths, and a Fatigue Party was detailed to assist any stragglers over rough places from the Railway Station to the Lake Side at Maple Grove on the historical Lake St. Louis, not far from Beauharnois. Maple Grove is a beau ideal spot for a picnic; and the committee in charge of the arrangements saw that every comfort was provided.

All the events were well contested except the Girls' Race "Thirty years and over." There were no entries for this feminine Marathon.

Bright Sol dispersed the clouds in the afternoon and a most enjoyable day was spent.

The following were the committee and judges:

R. Mallette, chairman; F. Bell, treasurer; J. Kyle, secretary; W. Marlow and H. Hawkins committee. Messrs. McNab, C. and J. Hurley of the American Can Company acted as judges.

Ramsay's Creosote Stain

You should know something about these beautiful Shingle Stains. They are great for preserving shingles and are becoming more popular every day.

Formerly everybody was obliged to import all these goods. Now, we make them.

Ramsay's Shingle Stains

are unequalled by any imported goods, and there is no duty to pay.

You can get full price for them and make a good profit. They are put up in imperial measure cans and barrels.

Write for our card and prices and see what we can do for you.

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842 The Paint Makers

Do not Sell Poor Varnish

Cheap, unreliable finishing preparations will do more to injure your trade than anything else

STANDARD FINISHING VARNISHES are Superior Products

They are elastic, durable, uniform and high grade throughout. They have hard drying properties and possess a lustre, appearance and finish that are imparted by no other varnish.

Send for Our Booklet

Standard Paint and Varnish Co., Limited.
Windsor, Ontario

FREE SAMPLES OF STANDARD WHITE LEAD

¶ With every 200 lbs. of your opening order of Standard White Lead, we send free samples for you to distribute to the leading Painters and Lead Users in your territory, so that they may find out just how satisfactory and economical Standard is.

¶ Standard Lead proves itself.

¶ Standard Lead costs you only 5c. lb. in ton lots, and 5¼c. lb. in less than ton lots.

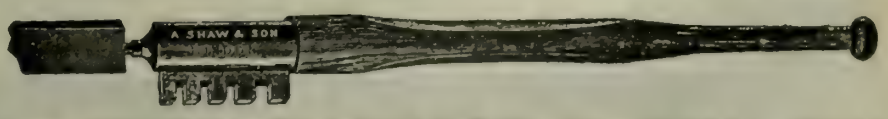
¶ Order to-day for your Fall trade.

The James Robertson Co., Limited
Grinders of White Lead, Mfrs. Colors, Paints, etc. 267 KING ST. WEST, TORONTO, CANADA

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENTS
Godfrey S. Pelton & Son, 203 St. Nicholas Building, Montreal

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

ANY LINE OF THE

KEYSTONE BRAND BROOMS

may be depended upon to give satisfaction and in choosing the

KLONDIKE
JUBILEE
STERLING

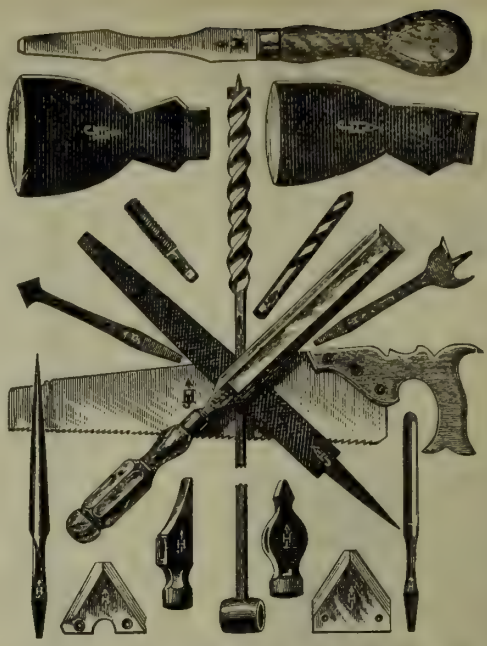
you get the very best as well as sufficient range of price to meet all requirements.

Manufactured by

STEVENS-HEPNER CO.
LIMITED

PORT ELGIN, - ONTARIO, CANADA

JAMES HOWARTH & SONS
LIMITED



TOOLS FILES SAWS &

S T E E L

GOODS OF ABOVE BRAND SOLD BY

ALL THE LEADING HARDWARE MERCHANTS throughout the DOMINION

BROOMSPRING WORKS, SHEFFIELD

SELL the POPULAR

WHEN it comes to floor paints the old reliable Senour formula is best—without doubt. It has stood the test of time. Constant walking over a certain spot severely tests floor paint. Of course you can wear through any paint—but your customers will have such a long time wearing down

SENOUR'S FLOOR PAINT

that they will have forgotten **when they** bought it—but they **won't forget WHERE** they bought the most durable paint they ever saw or heard of. There's just the point—that is just why Senour's Floor Paint is so popular. It's the superior wearing qualities that win. Your trade don't want the fuss and mess of painting floors several times a year. Please them by selling only the popular Senour's Floor Paint. We supply you free with color cards and advertising. Write us for terms.

THE MARTIN-SENOUR CO., Ltd.

Pioneers Pure Paints

MONTREAL CHICAGO

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

FLOOR PAINT

Axoline Axoline Axoline

WONDERFUL! WONDERFUL! WONDERFUL!

AXOLINE is the most wonderful Metal Cleaner in the world.

It is easy to say that.

LET US PROVE IT.

IT IS 75 PER CENT. CHEAPER than any other METAL Cleaner and yet it will make MONEY for you.

IT EXCELS FOR BRASS. It sells readily to the big buildings such as Banks, Public institutions, Railways, etc. ***In Brass alone it would prove a seller.***

But it cleans COPPER, NICKEL, PEWTER, TINPLATE and other METAL WARES.

It costs little and you can sell it on sight.

WRITE TO-DAY FOR THE AGENCY

Send ten cents for generous sample and mention this ad

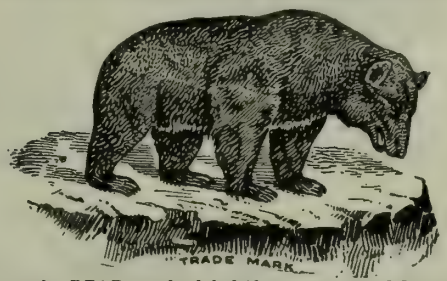
THE ANGLO-FRENCH IMPORTING COMPANY
LIMITED
232 LEMOINE ST. :: MONTREAL

STEAMBOATS

The first officially recognized steamboat was the Robert Fulton, but who would think of using the Robert Fulton to-day if she was in commission, with the Mauretania and Kronprinzessin Cecille available? We are the only ones in the Mauretania class.

The U.S. Government may have granted copyrights to the Lampblack Manufacturers years ago, but they have not only granted the Bear makers copyrights on their Germantown labels, but they USE the Bear Lampblack.

U.S. GOVERNMENT COPYRIGHT, No. 40462
CANADIAN GOVERNMENT COPYRIGHT, No. 56



Look for the BEAR on the label if you want Real Lampblack

Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.
135 WILLIAM STREET : : : NEW YORK CITY
E. FIELDING, Toronto Agent

A "Rollston Easy" Pulley Free!

TO EVERY HARDWAREMAN.

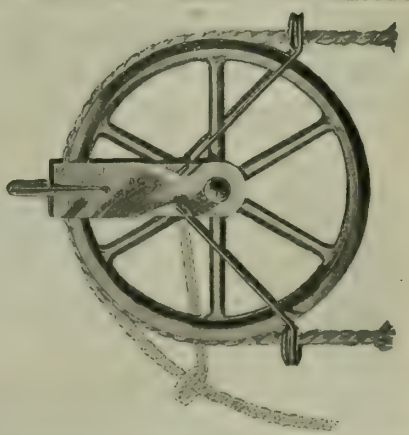
ALL CHARGES ARE PREPAID.

We want you to become thoroughly acquainted with this easy-selling, time-saving, woman-pleasing, labor-lightening specialty.

We, therefore, make this liberal offer of sending a full size sample to every hardwareman upon request. Nearly every wholesaler is handling it and the demand is strong.

The "Rollston Easy" Clothes Line Pulley is made and distributed for us by the Canada Steel Goods Co., Hamilton, Canada, but all communications, including request for sample, should be addressed to

C. S. Rollston Hardware Specialty Co. Vancouver, B C.



Stop the Leaks

The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED
144 William Street, Montreal

McCLARY'S PRESERVING SPECIALTIES

PRESERVING KETTLE
From 2 to 30 Qts.

JUST THE SEASON FOR THIS CLASS
OF GOODS AND WE HAVE THEM ALL

DON'T YOU NEED SOME?

FRUIT FUNNEL
2 Sizes

Fruit Funnels, Ladles, Spoons, Strainers and Mashers, Preserving Kettles and in fact Everything for Preserving.

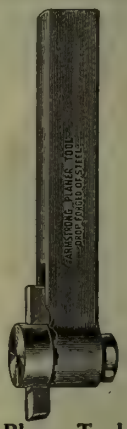
LARGEST ASSORTMENT IN CANADA

McClary's

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B., HAMILTON, CALGARY

ARMSTRONG TOOL HOLDERS

THE WORLD'S STANDARD LATHE AND PLANER TOOLS



Planer Tool

NOTE extra large tool steel set screw and REINFORCED support under the cutter.

THEY GIVE INCREASED CAPACITY AND LASTING QUALITY.

First Cost of Forged Tools is 60% Higher than Armstrong Tool Holders.

This is our new IMPROVED

PACKER RATCHET DRILL

We make the most complete and best line of Ratchets on the market.

Write for special circular and prices.

Do you want our new Catalog?
It's a Tool Holder Encyclopedia.

Armstrong Bros. Tool Co.

"THE TOOL HOLDER PEOPLE."

106 N. Francisco Avenue, CHICAGO, U.S.A.

SALES IN JUNE:

Simcoe Canning Co., Standard Machine.
B. Greening Wire Co., Standard Machine.
Canadian Westinghouse Co., Standard Machine.
P. McIntosh & Co., Toronto, Style C.
Whitman & Barnes Co., St. Catharines, Style C.
Robinson & Co., Edmonton, Standard Machine.

HAMILTON STAMP & STENCIL WORKS

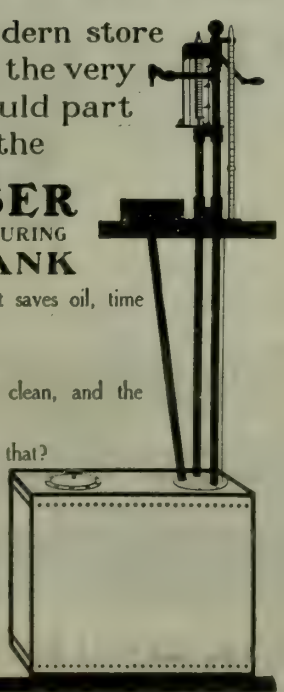
SOLE AGENTS FOR CANADA

HAMILTON, - ONTARIO

MY BEST FIXTURE

"Of all my modern store equipment the very last I would part with is the

BOWSER
SELF MEASURING
OIL TANK



That's because the Bowser is the biggest money saver—it saves oil, time and labor.

Wouldn't you appreciate this?

It keeps the oil pure, the store clean, and the groceries free from any oily smell.

Wouldn't your customers appreciate that?

Send a postal for Bulletin 5454. It tells how to make oil pay big.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

Canadian Silver White Enamel

For interior decoration

is superior to any other White Enamel made in Canada and no imported enamel of equal quality can be offered at as low a price.

Your customers, whether **professional decorators, manufacturers** or **householders,** will find it just what they want for decorating large surfaces or small articles.

It works freely under the brush, dries with a brilliant gloss and it will never turn yellow.

To prepare the surface for the enamel, use ISLAND CITY White Primer. Ideal for the purpose, owing to its exceeding whiteness, its great "body" or covering capacity and its surpassing fineness.

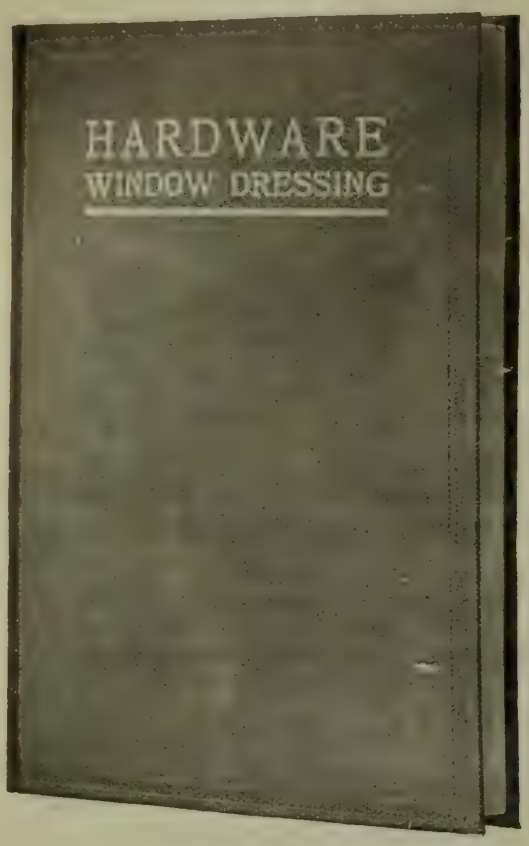
MANUFACTURED BY

P. D. DODS & CO.
Limited

AGENCIES

The Western Paint Co. - Winnipeg, Man.
J. H. Morin & Co. - - Toronto, Ont.
The Capital Paint & Oil Co. - Ottawa, Ont.

HEAD OFFICES AND WORKS
MONTREAL



You May Become a Practical Window Dresser For $2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

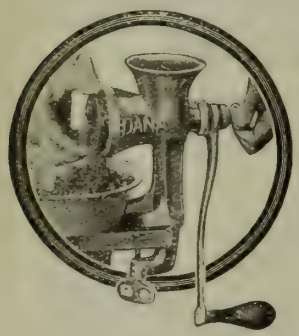
26 Pages **8 x 11 Inches** **300 Illustrations**

Price $2.50. (Payable in Advance)

Send for Descriptive Circular.

Technical Books, 10 Front St. East. Toronto

Easy to grind as a watch to wind



The Dana Meat and Food Chopper

It does not tear or mash. It cuts

IT SELLS

Write now for catalogue

Peerless Freezer

Dana Mop Wringer takes a Woman off her knees

The Dana Manufacturing Company - - Cincinnati, Ohio

Registered Trade Mark

The Celebrated "Dreadnought" Milling File

A substitute for Files which is revolutionizing File Work. A great cost reducer; a simple and radical improvement on the ordinary style of hand files; it cuts from 300 to 500 p.c. faster than an ordinary file; it is self cleaning; it can be sharpened four times; it cuts equally well all metals, also wood and marble; its cutting edge outlasts from five to ten ordinary files; although practically a rasp, it leaves the surface smooth. N.B.—The Dreadnought is adaptable to every job in which ordinary files can be used, expediting the work and doing it better, and for numerous jobs usually milled in machines. Gold Medal, Franco-British Exhibition, 1908. Gold Medal, International Exhibition, Madrid, 1907.

The J. H. Hanson Tilley Co., Ltd, Mfrs., 422-424 St. Paul St., MONTREAL, P.Q.

FACTORY, 65 Dalhousie St.

AGENTS { Halifax, N.S.—Austen Bros.
Toronto, Ont.—Nicholson & Ritchie, Traders Bank Bldg.
London, Ont.—London Engine Supplies Co., Ltd., Richmond St.
St. John, N.B.—The Jas. Robertson Co., Ltd.
Winnipeg, Man.—Bissett & Loucks, Limited
Vancouver, B.C.—H. M. Flock & Co., Crown Bldgs.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions inside.

Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1189-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

Gilbertson's Sheets and the COMET Brand

mean quality and security in whatever work you may undertake,

Galvanized Flat Sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

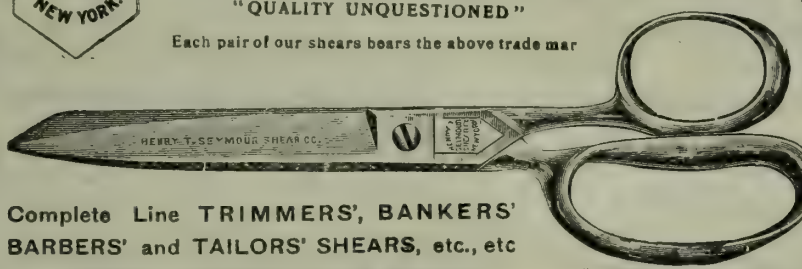
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mar

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS' SCISSORS, TINNERS' SNIPS, ETC.

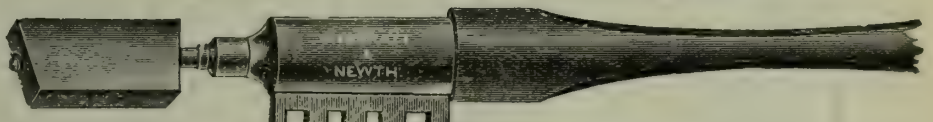
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

The Roofing House of Canada

Leading Lines of Reliable Goods

BLACK DIAMOND TARRED FELT

JOLIETTE and CYCLONE SHEATHING

"GENASCO" READY ROOFING

Get our prices in good time for Spring Trade.

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ....per lb...	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.........	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 80c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal Extra, 21c. per lb,; No. 1, 10c,; 2, 8c.; 3 7c; Langwell's anti-friction metal (special), 1‑c.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb......	0 22
Tubing, iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot...........	14 25	14 00
Cut lengths, round, bars, ½ to 2 in...		21 00
Plain sheets, 14 oz......		21 00
Plain, 16 oz,, 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base................		26 00
Braziers' (in sheets). 4x8 base...		20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60
Galvanized—	Dom.Crown.	Ordinary
18x24x52	4 45	4 35
60................	4 70	4 60
20x28x80	8 90	8 70
... .	9 40	9 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20....	3 70	3 50	3 65	....
22-24....	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28......	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. .... " 28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		19 25
Middlesboro, No. 3 pig iron..	16 75	19 50
Summerlee, No. 2 " ..	19 00	20 00
Carron No. 1	20 50	....
Carron ,special......	19 50	....
Carron, soft	19 00	....
Cleveland, No. 1	17 50	20 50
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron........	32 00	32 50
Ferro Nickel pig iron (Soo)....	....	25 00
Angles.................base	2 60	2 60
Common bar, per 100 lb......	1 85	1 95
Forged iron	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel...........	1 85	2 05
Sleigh shoe steel............	1 85	2 00
Iron finish machinery steel (domestic)...............	1 90	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel......	0 15	0 15
Toe calk steel...............	2 35	2 50
Mining cast steel....	0 07½	0 08
High speed	0 60	0 60
Capital tool steel............	0 50	....
Cammell Laird............		0 16
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel..............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 50 32 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C,14 x 20 base	....	$6 00
IX, 14x20 "	....	6 50
IXX, 14x20 base	....	7 50
Raven and Vulture Grades—		
I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

'Dominion Crown Best"—Double Coated, Tissued.		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75
"Allaway's Best"—Standard Quality.		
I C, 14 x 20 base..........	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 25

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs.; " 14x60, "; " 14x65, " 6 75

Tinned Sheets.

72x30 up to 24 gauge, case lots	25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 50	3 60
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 8 lb " ..	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, 1c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks...................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass....	0 10	0 09¾
" yellow brass	0 08	0 08½
Light brass...............	0 06½	0 06¾
Tea lead.......	0 02½	0 02½
Heavy lead...............	0 02¾	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap,No.1	14 50	14 00
Stove plate...............	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers....	0 07½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks,70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick - Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves. 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c; Jenkin disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N. P. Union elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net		1 75
No. 4 " " " ...... "		1 65
No 7 Fuller " " .... "		2 00
No. 4½, " .... "		2 00

Patent Compression Cushion, basin cock, hot and cold, each.......... $1.25
Patent Compression Cushion, bath cock, No. 2208, each................ 2 20
Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

OILERS—GALVANIZED IRON RANGE

30-gallon,Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC

Bathtubs, 5 feet. 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30 $7 85
Flat rim sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.
Low down closet combinations, $14.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch........	2 03	⅛ inch........	2 86
¼ "	2 25	¼ "	3 08
⅜ "	2 63	⅜ "	3 48
½ "	3 16	½ "	4 31
1 "	4 54	1 "	6 19
1¼ "	6 19	1¼ "	8 44
1½ "	7 43	1½ "	10 13
2 "	9 90	2 "	13 50
2½ "	15 81	2½ "	21 56
3 "	20 76	3 "	28 31
3½ "	26 13	3½ "	35 63
4 "	29 70	4 "	40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions. 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb...... 4 50 4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping........................	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked........................	0 05½
Green copperas (green vitrol).........	0 01
Sugar of lead........................	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons..........	0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls 1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums.........	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs........	0 09

The Best Seller of Its Class

is the **"Pyramid" Magnetic Razor**

It retails at $2.00 and is a good line to specialize on. For fineness of material, finished appearance and keenness of edge it cannot be surpassed.
Quality is in the goods and so is satisfaction.
LEADING CANADIAN JOBBERS HANDLE IT

Manufactured by

Nixon & Winterbottom, Limited, Sheffield, England

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins..	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 16½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 16½
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 66 0 70
Linseed Oil, " raw	0 64 0 64
" " boiled	0 67 0 67

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 35
Decorators' Pure	5 85	6 10
No. 1 Canadian	5 50	5 75
Munro's Select Flake White	6 10	6 35
Elephant Genuine	6 10	6 35
Tiger Pure	5 75	5 85
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 75	7 00
" Anchor," pure	5 65	5 90
Ramsay's Pure Lead	5 85	6 00
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		6 00
Robertson's C.P., lead	5 60	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 50
Genuine, 100 lb. kegs. "	5 00 5 00
No. 1, casks, per 100 lbs	4 00 4 00
No. 1, kegs, per 100 lbs	4 50 4 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
" union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 80
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60", per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nichol, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 70 1 75
Belgium	1 60 1 90
White Bros. English	2 00 2 00
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
Iron Clad" paper	2 15
" wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in. per 100 lb.	4 25
over 12 in. "	3 25

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets, No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—

½ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 50 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 30
Solid, 3 to 2 lbs	0 95

SASH CORD.

No 12, per lb	0 27

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs, No. 14	6 75
Blind, per lb	0 12

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 00 14 00
Plain ship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz	6 00 9 00
Double bit, "	9 60 11 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	4 50 6 85

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 53

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, 7 oz	0 35
Ladies claw, handled, doz	8 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers 10 oz., doz	5 40
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb, doz	3 2

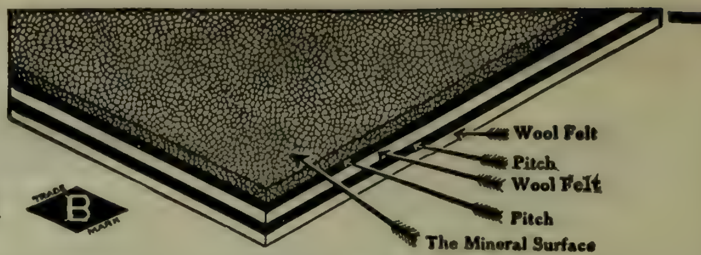
MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 17 cents per lb.
Pick handles, $1.85 dozen.
Prospectors' hammers, 20 cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

Amatite ROOFING



Most roofings are made of only *one layer*, but Amatite is made in *five layers*. The bottom layer is wool felt, the next is real Coal Tar Pitch, the third is wool felt, the fourth is pitch again, into which is embedded the fifth layer, namely, the *mineral surface*. If the weather should, in the course of years, wear away the mineral surface and dispose of the layer of Pitch (which is the most waterproof substance on earth), it would still have to penetrate a layer of felt *and* another layer of composition *and* another of felt before the roof would leak. It is easy to see why Amatite lasts so long when you realize how it is made. That mineral surface *requires no painting* or coating whatever, and will take the brunt of the weather without renewal or attention or care. Send for a sample of Amatite. It's free.

THE PATERSON MANUFACTURING CO., LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz..........	1 15
Ivory, No. 1282, 2 foot, each...........	3 50

SAWS.

Atkins, hand and crosscut. 25 per cent.
Disston's Hand, discount 15 per cent

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

adian discount, 40 p c.

SCREW DRIVERS.

Sargent's ....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft, each....	0 94
" steel, No. 264, 66 ft., each ...	3 15
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821....	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith..........................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	. ..	50
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail..............	....	4 25
Crown	......	4 85
Crescent........	....	6 50
vereign..........................	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen......	2 25
Defiance, dozen..............	2 75
Gem, dozen	7 50

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross	9 00
" " ½ " .... "	10 00
" " ⅝ " .... "	12 00
Leather, 1-inch ......per doz.	4 00
Leather, 1¼ " ...... "	5 20
Web................ "	2 45

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31
Niagara Spray Nozzles, doz	8 30

Less 5 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " neckyokes, 36 in......	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in....	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..............	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11¼
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½
Buckworth, per lb.........	0 10½

VISES.

Wright's......................		0 13½
Berg's, per lb.......		0 12½
Brook's......................		0 12½
Pipe Vise, Hinge, No. 1.......		3 50
" " " No. 2.......		5 50
Saw Vise	4 50	5 00
Buckworth, per lb..........		0 12

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts......................	60
Bolt Ends........................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4¾c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
C ewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger. $3.50; snow pattern No. 1 and smaller. $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6 00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut	Wire.
2d............................	3 80	3 25
3d............................	2 85	2 95
4 and 5d........	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d.....................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails. 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $2 85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.

Bench, wood ....per doz.	5 00
" iron .... "	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent

SPORTING GOODS.

CARTRIDGES

"Dominion Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p c,

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring, 40c.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's...........	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's..........	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and
Hutton's "Cross Arrow" flatware, 42½ "Singalese" and "Alaska" Nevada ver flatware, 42 p c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40 pruning, 70.
Seymour's, 50 and 10 per cent.

The Clauss Automatic Safety Razor

This razor is simplicity itself. It is antiseptic. No loose parts to get lost. Made of best material and silver plated throughout. Each blade sold under a positive guarantee. Twenty-four cutting edges with each razor. Clauss Automatic Safety Razor retails for **$4.00**

Merchants, Write for Trade Discount

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.
Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 108	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.
Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.
Common, cork-lined, 35 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.
Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.
Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE
Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

PIECED WARE.
Discount 40 per cent.
12-qt. flaring cap buckets, 40 per cent.
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES
Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 5 and 10

STOVE BOARDS
Lithographed, 60 and 10

OIL STOVES AND OVENS
Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6-inch, common.....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p c.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 p r cent

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain and retinned, 75 and 12½

WIRE

ANNEALED CUT HAY BAILING WIRE.
No. 1, $3.60; No. 11, $3.9 ; No. 12 and 13, $4; No. 13½ $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.
High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.
Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.
Discount 25 per cent. List of extras in 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.
$2.25 base f.o.b., Montreal.

GALVANIZED WIRE.
From stock, f.o.b. Montreal — 100 lb., Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2 25; 10, $2.75; 11, $2.80; 12, $3.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.30; No. 10 gauge, 5c extra; No. 11 gauge, 15c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style.....per doz.	8 10

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz	78 75
Square " "	77 50
Dowswell	48 75
New Canturr, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, Improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz	42 25
Improved Royal Canadian, 11 in	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in	45 75
Ottawa, 3 year, 11 in	52 00
Favorite 5 year, 1 in	53 00

20 per cent.

MISCELLANEOUS

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cen
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.
Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21 0 23
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 40; Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25 0 37
Hindostan	"	0 06 0 10
" slip	"	0 15 0 20
" Axe	"	0 10
Deer Creek	"	0 10
Deerlick	"	0 25
" Axe	"	0 15
Lily white	"	0 45
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythe	per gross	5 50 6 00
Grind, 40 to 200 lb., per ton		20 00 [illegible]
" under 40 lb., "		400
200 lb and over		30 00

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Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Blacksmiths' Supplies
Star Mfg. Co., Carpentersville, Ill., U.S.A.

Boilers and Radiators
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Bolts.
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Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
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Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Brushes
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Stevens-Hepner Co., Port Elgin

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Canada Wire Goods Mfg. Co., Hamilton
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Cow Ties
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Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
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McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

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Bailey Underwood Co., Ltd., New Glasgow, N.S.

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Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Decatur Bull, Montreal
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

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Decatur Bull & Co., Montreal.

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Electrical Specialties, Ltd., Toronto

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

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Davidson, Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

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Kerr Engine Co., Walkerville, Ont
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montre
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Feather Dusters
Nelson, H. W., & Co., Ltd., Toronto

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.
Watson, Jack & Co., Montreal

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Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

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Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

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Dennis Wire & Iron Co., London

Fire Pots, Torches, &c.
Otto Bernz, Newark, N.J.

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Enterprise Mfg. Co., Philadelphia, Pa
Shirreff Mfg. Co., Brockville Ont.

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McClary's, London, Ont.
Pease Foundry Co., Toronto.

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Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

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Toronto Plate Glass Importing Co Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.

Glue.
Grove Chemical Co., Appley Bridge, Eng

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Dominion Hammock Mfg. Co., Dunnville Ont
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Still, J. H., Mfg. Co.

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J. M. Kains & Co., Vancouver, B C.
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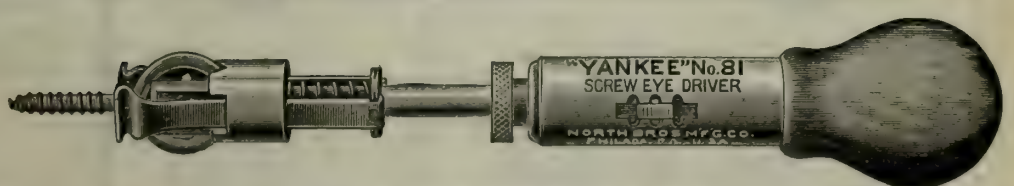

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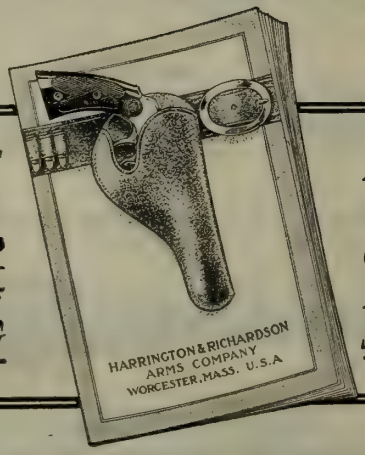

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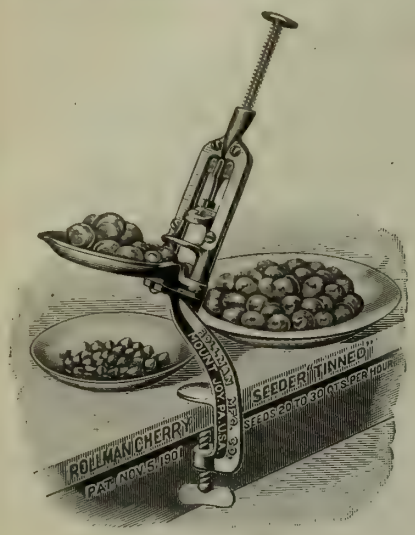
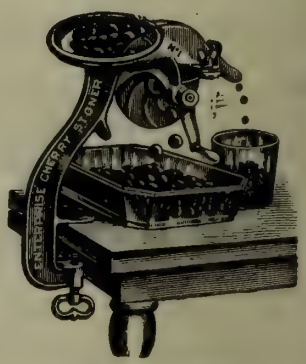
For Family Use. — Good Money Makers



"ROLLMAN"
CHERRY SEEDERS

"Enterprise"
adjustable for large or small cherries.

"Rollman"
seeds fresh or canned cherries,
Twenty to thirty quarts per hour.



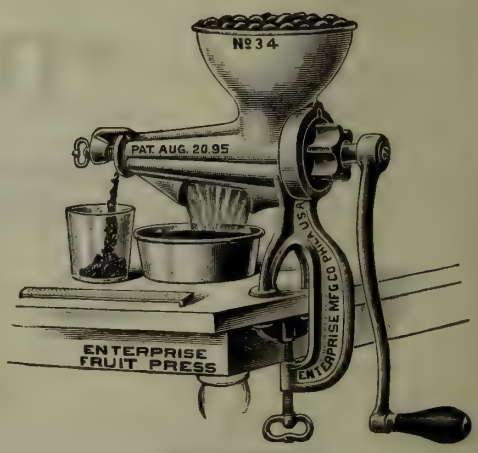
"ENTERPRISE"
CHERRY SEEDERS

MASLIN KETTLES
Sizes 4 to 24 Quarts.

"QUICK AND EASY"
FRUIT AND MEAT PRESS

"Enterprise" No. 34
Best Machine on the market for making wine and jellies.
Capacity, one quart.

"Quick and Easy"
For all kinds of fruit and meat.



"ENTERPRISE"
FRUIT PRESS No. 34

Large Stock. **Ask our travellers about these lines.** **Prompt Shipments**

F.&W.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : **Canada**

F.&W.

Webley Automatic Pistols

.32 CALIBRE

Can be discharged at the rate of five shots per second.

One of the best protectors known.

Capacity of magazine, eight shots.

Weight, 24 ozs. Blued Finish.

NEW DETACHABLE CASE

THERMOS BOTTLES

Just the necessity for the holidays, for fishing, hunting, boating and all pleasure parties.

SIZES, 1 PINT AND 1 QUART

Nickel or black metal cases

Swiss Repeating Rifles

.41 CALIBRE 13 SHOTS

Cheapest Repeating Rifle to be had. Quantity limited. Government have prohibited further importation. Highest Quality.

Full Stock Ammunition always in stock.

Wholesale Distributors

Caverhill Learmont & Co

Montreal and Winnipeg

THROW A SPRAT TO CATCH A MACKEREL

You can't fish without good bait.

It's not the cost of the bait, but the knowledge of just what bait to use to catch the kind of fish you are after.

A want ad. in HARDWARE AND METAL is the right kind of bait to use when you have any proposition of interest to Hardware, Stove and Tinware dealers, clerks or travellers.

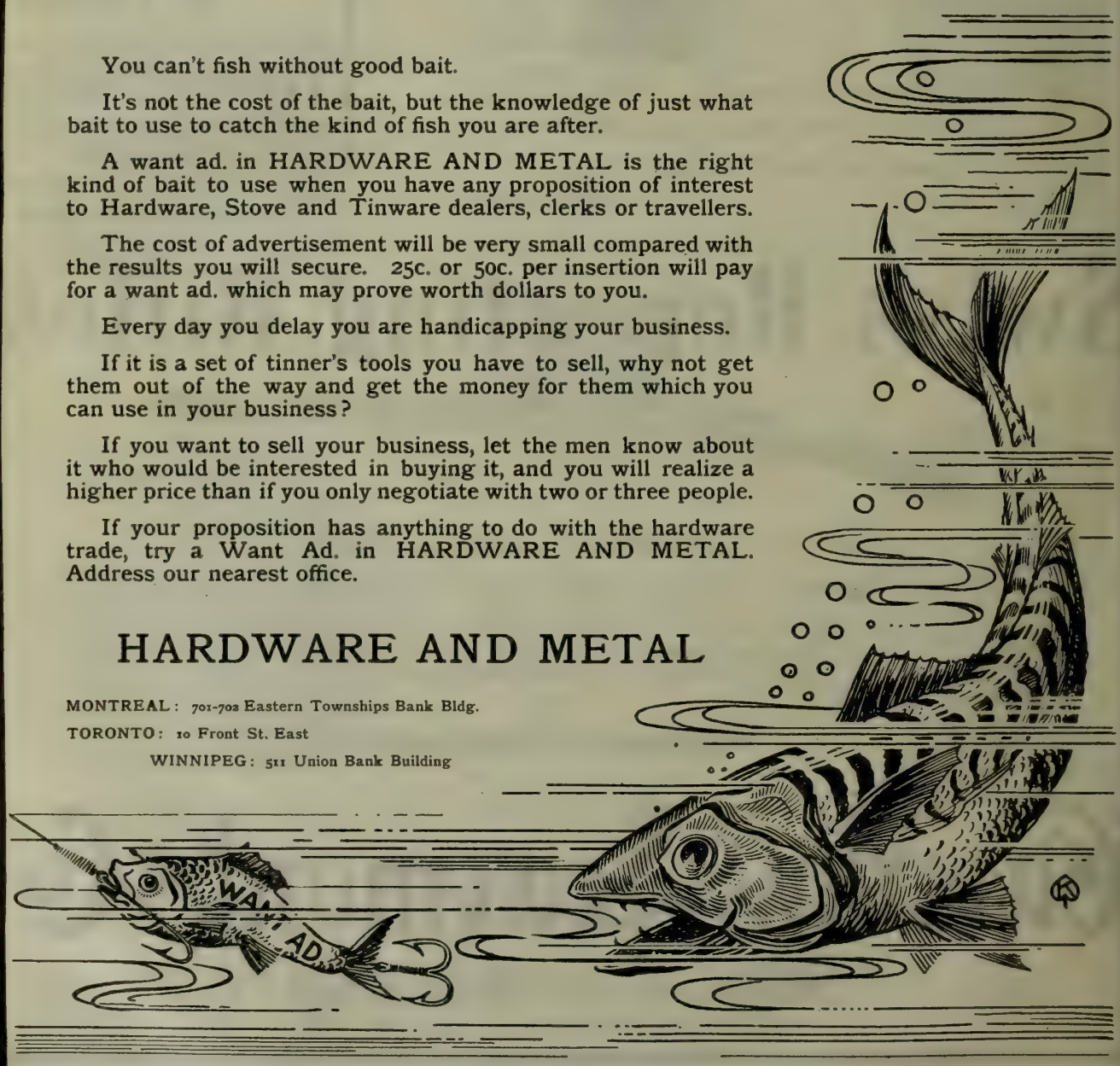
The cost of advertisement will be very small compared with the results you will secure. 25c. or 50c. per insertion will pay for a want ad. which may prove worth dollars to you.

Every day you delay you are handicapping your business.

If it is a set of tinner's tools you have to sell, why not get them out of the way and get the money for them which you can use in your business?

If you want to sell your business, let the men know about it who would be interested in buying it, and you will realize a higher price than if you only negotiate with two or three people.

If your proposition has anything to do with the hardware trade, try a Want Ad. in HARDWARE AND METAL. Address our nearest office.



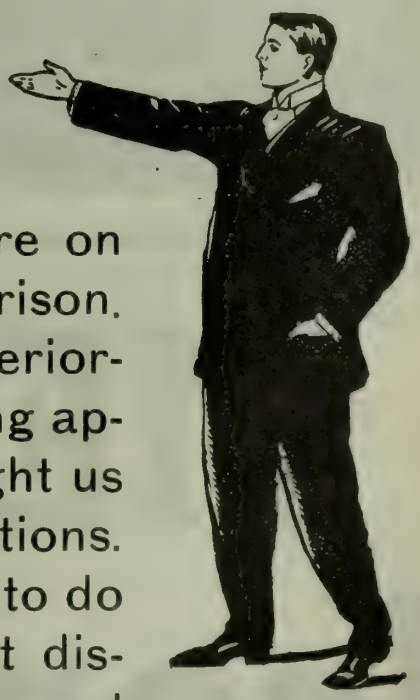
HARDWARE AND METAL

MONTREAL: 701-702 Eastern Townships Bank Bldg.
TORONTO: 10 Front St. East
WINNIPEG: 511 Union Bank Building

Success Follows Success!

We have had a surprisingly successful season with Graham Nails, which tells better than anything else what the trade thinks of them. We started out to produce a cleaner, better finished article than had heretofore been thought necessary, and anyone who takes the trouble to compare

Graham Nails



with other makes will find that we're on the right side of every comparison. They have demonstrated their superiority wherever used, and the gratifying appreciation of the public has brought us business beyond our best expectations.

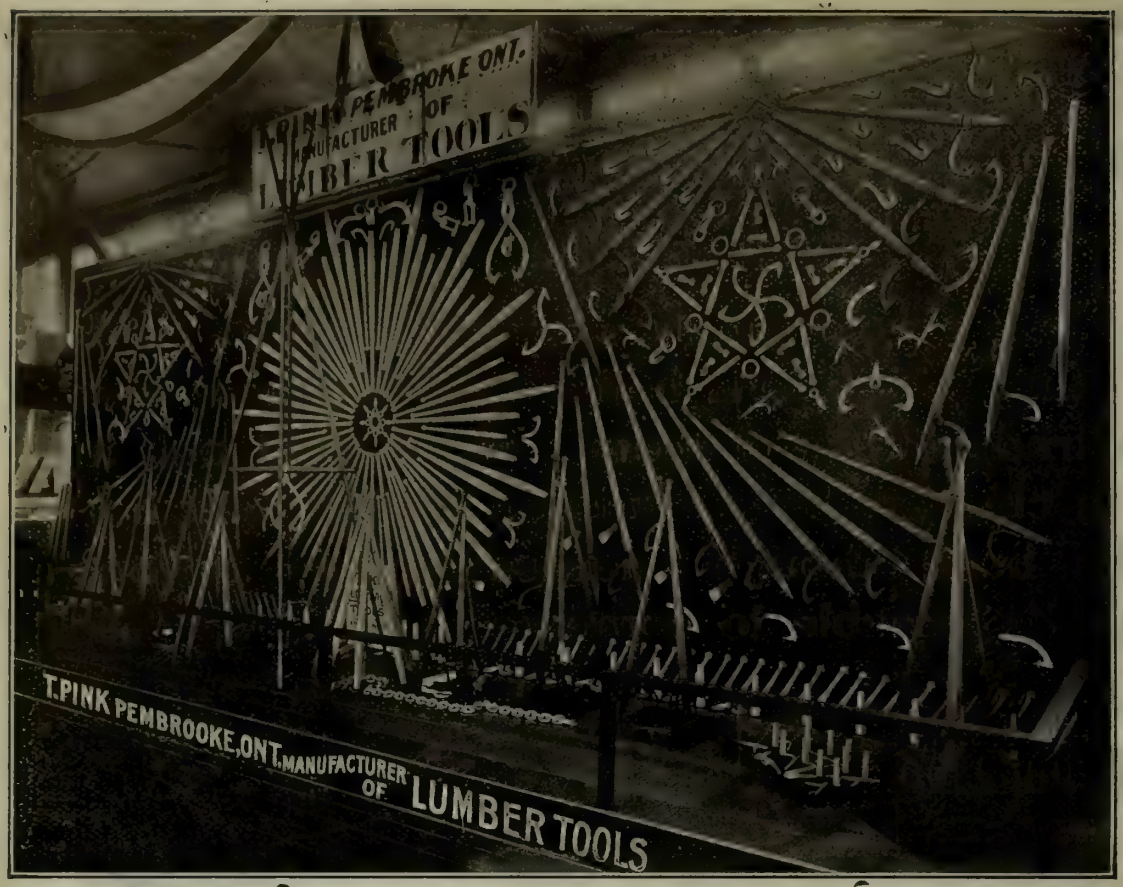
All this is encouragement for us to do still better, and dealers will find it distinctly to their advantage to recommend something they know to be good. Our aim and purpose is to make Graham Nails a leader with every representative store in Canada, and to crowd in more and more of quality and value with each season's output.

H. S. Howland, Sons & Co. Limited

WE SHIP PROMPTLY

Wholesale Hardware, Toronto

OUR PRICES ARE RIGHT



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

METALS

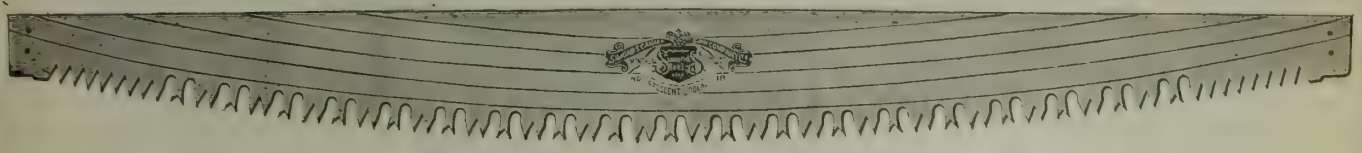
Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Simonds' "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**

THOMAS BRYAN, Limited

Brushes, Brooms and Woodenware

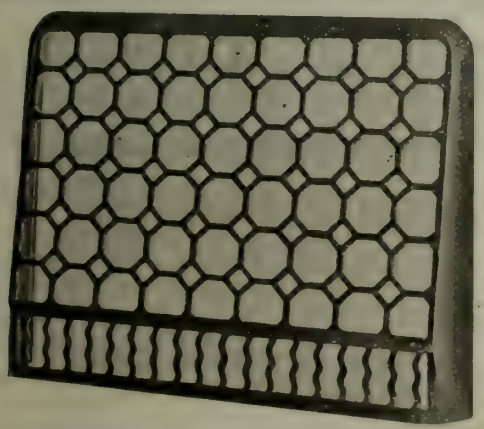
London, Canada.

A profitable and satisfactory line for every Hardware Merchant to sell,

BRYAN'S LONDON BRUSHES.

WESTERN REPRESENTATIVES:

WINNIPEG PAINT AND GLASS CO., Limited, Winnipeg, Calgary and Edmonton



A New Style of COLD AIR INLETS

INSTALL THE DOMINION.

Artistic. ***Attractive.***

Take a look at the illustration. Have you ever seen anything in this line so neat in design and shape.

This is an altogether new style of cold air inlet that matches our side wall register.

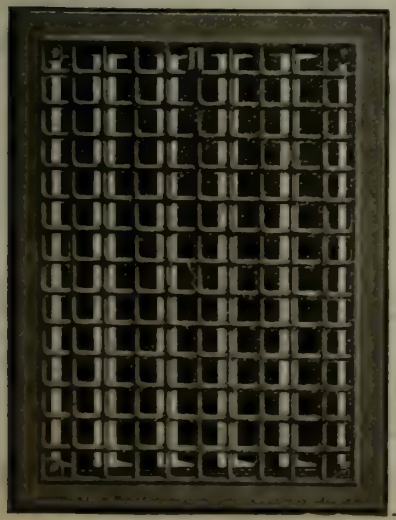
The sizes are measured as in side wall registers. The total air openings in the cold air inlets is greater as the openings are continued to the floor.

The Dominion is made in three sizes, of japanned black electro plated oxidised copper, and nickel plated.

Write us for Quotations.

MANUFACTURED BY

A. WELCH & SON, - Toronto, Ont.



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.

Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY Co.

Factories:

NEW BRITAIN, CONN.

Office: NEW YORK. Office: CHICAGO, ILL

Crescent Brand

Registered

IMPORTANT ANNOUNCEMENT

There is a gradual rise taking place in the value of all commodities.

Deliveries of raw material are not so prompt as they have been.

Good buyers seem to have come to the conclusion that it is good business to anticipate their wants some time into the future.

Authorities have recently expressed their opinion that the balance of this year and next year will be the busiest in the history of Canada.

Only a short time ago it was necessary for buyers to look ahead and anticipate their wants for six months.

PRICES TO-DAY ARE AT THE BOTTOM

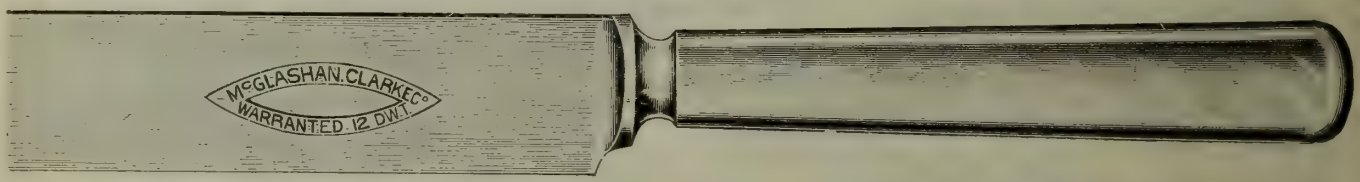
There will be a wonderful revival in most all lines of business — none more so than in Steel and Iron Hardware.

We have backed up our belief in an increasing business by building large additions to our plant, installing modern machinery, making large purchases of raw material, and recommend that our **customers buy promptly and liberally** to insure prompt delivery when the rush season opens.

Of course you will want the best; so order Hinges, Butts, Plated Butts, Brackets, etc., etc., from us.

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, ONTARIO



A Leader in the Flat Ware Line——Specialize on this.

This knife, which is made for either dessert or table use, is manufactured from the finest English cutlery steel, 12 dwt. plate, hand burnished. The blade is swedged and the handle is of celluloid, oval, best grained and warranted secure. These knives are put up in neat rack boxes half a dozen to the box.

Our catalogue will surprise you.

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street; Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP 291 Portage Avenue, Winnipeg, Man.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.

OUR NEW CATALOGUE

No. 71

TRADE W B MARK

Is just off the Press.

TRADE W&B MARK

It lists our complete line and if you have not received a copy write for one to-day.

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

We Want Structural Steel Salesman

This is a plain, direct statement, and we mean exactly what we say. Mr. Hardwareman, this should be a line that appeals directly to you. Your close connection with the building business gives you an intimate insight where structural steel can be sold. No need to carry a stock just a little foresight and energy to place orders. We will help you. Our proposition is one that will interest you.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

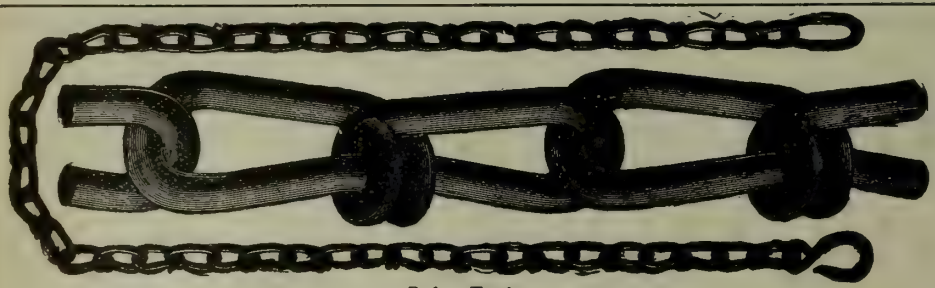
STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

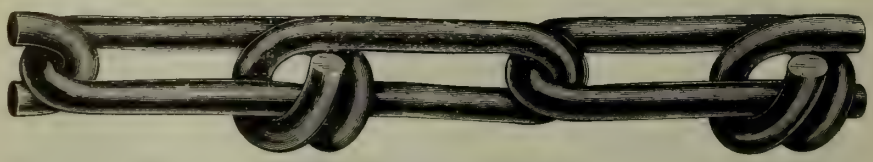
EVERYTHING IN WELDED CHAIN.

Write for prices — Prompt shipment.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Before Testing



After a Test of 2315-lb. Strain

NEW PROCESS
Steel Wire Trace Chains

At this strain the links pulled into straight lines, but did not break.

All our chains are now made under the new process.

Every chain guaranteed.

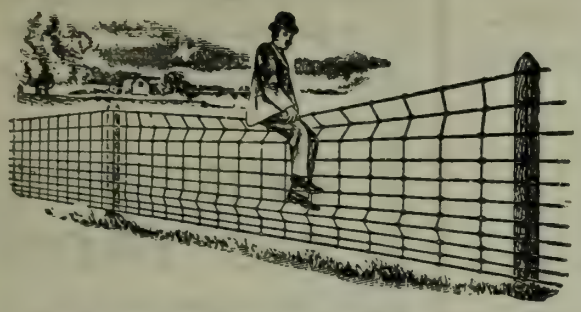
The B. Greening Wire Co., Ltd.
Hamilton, Ont. Montreal, Que.

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



A Little Story of Interest

We have been talking a great deal about the Dillon Hinge Stay Farm Fence and we think its exclusive principle of the hinge stay is now pretty well understood. It is conceded that, quality considered, this fence is as low in price as any.

It is handled by only the best dealers and sold only to the best farmers. It is built on a common sense principle; the highest grade of galvanized steel wire is used and it is woven with a series of coils in the strand wires to provide for expansion and contraction by heat and cold.

SEND FOR OUR CATALOG

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Metal Side Walls

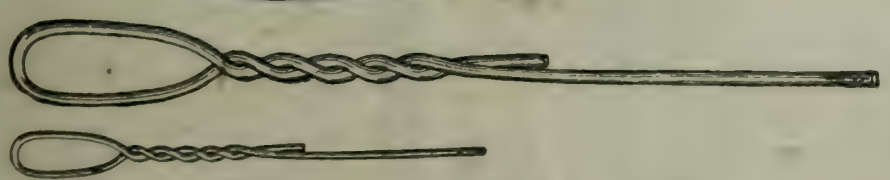
Every public building in your town should have metal ceilings and side walls. It is our fault and yours, if they haven't. Let's get after them. Send us the names of people in your town who might be interested in sheet metal interior decorations, and we'll stir them up in your behalf.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

Annealed Hay Baling Wire

supplied in lengths, cut and straightened any size

and



Single Loop Bale Ties

ALSO

Wire Nails, Wood Screws, Bright Wire Goods

Specify for "Dominion" Goods—Quality Guaranteed

Dominion Wire Manufacturing Co., Ltd., Montreal

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

KLEANOL

METAL WOOD TONIC POLISHES

Represent the highest standard of polishing efficiency.

They are money makers for YOU.

A free sample on request.

NOVELTY IMPORT COMPANY
103 Church St.
TORONTO : ONTARIO

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

VALUE OF GOOD COPY

Personally, I believe "ads." in trade papers should be made so attractive, so interesting in some way that the merchant as he glances through the trade journal will stop and see what you have to say. The simple announcement that you are in business is not enough. I don't care how prominent a firm is, they should not get the idea they are so big that all they need to do is to reproduce their name on a page in a trade journal and say nothing more. They should do something to make the merchant curious; in fact, somewhat anxious to meet the travelling man you are sending out to represent you.

—*TOM MURRAY, Chicago.*

The Modern Machinist

By J. T. Usher

A comprehensive treatise written in a practical, up-to-date manner describing the most approved methods of modern machine shop practice, including processes and appliances used for cutting, shaping, fitting, erecting and finishing metal work on the different machines. It contains information of Great Value to all Machinists, Apprentices, Etc.

257 New Engravings. 322 Pages.

Price $2.50 Postpaid.

MacLean Publishing Company,
Technical Book Dept. 10 Front Street East, Toronto

Fig. 113

Now it won't be long until everybody is on the jump for goods.

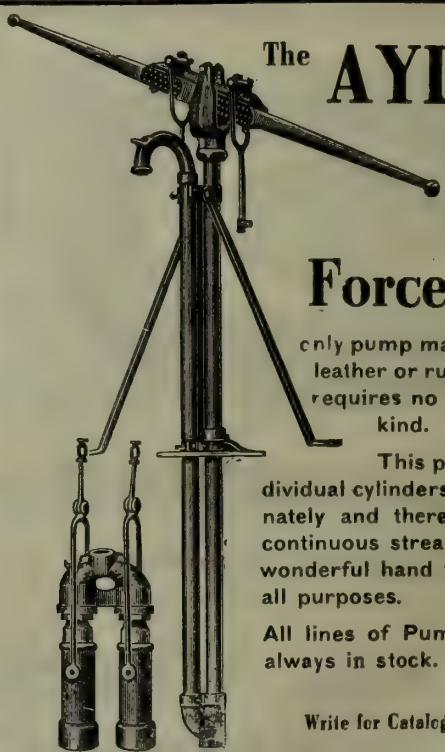
McDougall Pumps will again be the feature of many anxious buyers. We will do our best for you, but please help us out with early specifications.

You know the quality, and if you are willing to allow us a reasonable price, nothing can keep us apart.

Catalogue and prices on application.

The R. McDOUGALL CO.

Galt, Canada LIMITED



The **AYLMER**

Double Cylinder Double Acting Hand

Force Pump

only pump made that has no leather or rubber valves and requires no packing of any kind.

This pump has two individual cylinders working alternately and therefore throws a continuous stream and makes a wonderful hand force pump for all purposes.

All lines of Pumps and Scales always in stock.

Write for Catalogue and Prices.

AYLMER PUMP AND SCALE CO., Limited
AYLMER, - - - - ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

DISSTON

SAWS, TOOLS AND FILES

MADE
SOLD
USED
On Merit

AND THE CONFIDENCE PLACED IN THE QUALITY AND EFFICIENCY OF THE

DISSTON BRAND

SHALL BE AS WELL-DESERVED IN THE FUTURE AS IT HAS BEEN DURING THE PAST

SIXTY-NINE YEARS

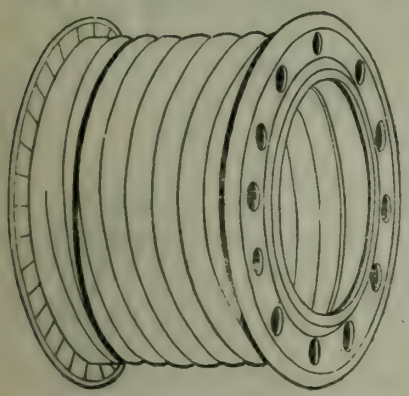
HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works PHILADELPHIA, PA.

CANADIAN WORKS: 112 Adelaide St. East, Toronto, Canada

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both Floors and Partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

The only grater perforated scientifically so as to present a perfect cutting edge on the downward stroke is

THE GILMORE

Will not clog up. Will not bark the knuckles.

Sold at same price as the ordinary half-sheet grater.

Manufactured by **E. T. WRIGHT & CO.**

HAMILTON CANADA

When writing to advertisers, kindly mention having seen the advertisement in this paper.

New Beaver Oil Stone

This stone has been tested by experts in Canada and United States and pronounced by them to be the equal of anything on the market. This is the first time a stone of this kind has been made in Canada and as the price is right, it will pay the trade throughout the Dominion to investigate.

CANADIAN HART WHEELS Limited 440 Barton St. East, **Hamilton, Ont.** Operating { Canadian Corundum Wheel Company, Limited / Hart Corundum Wheel Company, Limited

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

PAGE WHITE FENCES

Get the Best. Styles for Lawns, Farms and Ranches. Made of high carbon wire, galvanized and then painted white. Tougher and stronger wire than goes into any other fence. Get 1909 prices and illustrated booklet.

THE PAGE WIRE FENCE CO., LIMITED

Largest fence and gate manufacturers in Canada

WALKERVILLE TORONTO MONTREAL ST. JOHN VANCOUVER VICTORIA 222

"OUR SEASONABLE LINES ARE PROFITABLE"

Get our Prices on

SAND SCREENING,
GRAVEL SCREENS,
CONCRETE REINFORCEMENT,
CELLAR WINDOW GUARDS,
lined with fly cloth,
HORSE and DOG MUZZLES.

Trellises for Climbing Vines and Garden Bordering

CANADA WIRE GOODS MFG. CO.

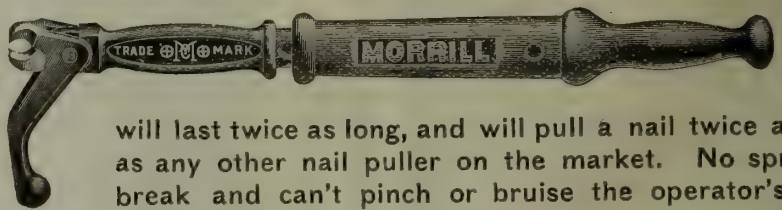
HAMILTON, - ONTARIO

We make Jail Cells and Gratings of every description.

GETTING INTO SOCIETY

WHEN a firm advertises in trade journals nowa-days they are getting into good company. As I pick up any one of a dozen of these periodicals here in my office and glance through them, I find that the wise people, the successful firms, are advertising in these trade journals I call advertising in trade journals "getting in good society in a business way."

—Tom Murray, Chicago.



This Nail Puller

will last twice as long, and will pull a nail twice as easily as any other nail puller on the market. No springs to break and can't pinch or bruise the operator's hands.

Chas. Morrill : : **271 Broadway, New York**

MEN WHO SELL THINGS

By Walter D. Moody.

This "Salesman's Blue Book" gives the up-to-date methods of solving the problems which confront the average seller of goods. These practical and stimulating suggestions, written in vigorous and entertaining style, are based on twenty years' experience. It is specially written for Manufacturers, Merchants, Employers, Salesmen and all Sellers of Goods for it will show them HOW TO INCREASE BUSINESS. The three maxims of this book are—"How to Get Out of The Rut"; 'How to Increase the Efficiency of Your Selling Service"; "How to Encourage a Higher Standard of Salesmanship on the part of Your Men or in Yourself." 259 pages. Net, $1.00. By Mail, $1.10.

TECHNICAL BOOKS, 10 Front Street East, Toronto

ANOTHER GOOD ONE

The Momentum Washer

A step further in Washing Machine progress. A machine that lifts washing from common drudgery to a pleasant occupation.

EASY TO START EASY TO STOP EASY TO RUN

Contains improvements original with us. Requires no fussy adjustments. Simply oil, and it will run easier and last for years.

The combination of lever and balance wheel operating together on steel ball bearings with a natural, easy movement, equalizes and regulates the stroke at any speed you may desire. When once in motion the Momentum, acquired by balance wheel, keeps the machine going with little effort. Agitates the clothes twice as often, and does the work in half the time required by other machines.

Let us show you what it can do.

The Dowswell Manufacturing Co., Limited

HAMILTON, ONTARIO

AGENTS: W. L. HALDIMAND & SON, Montreal; H. F. MOULDEN, Winnipeg.

MADE IN THREE SIZES

ARTIC

No. 20 -- 19 x 13½ x 13½
" 30 -- 23 x 16 x 16
" 40 -- 27 x 19½ x 19½

POLAR A cheaper line with single walls

2 Sizes

Small -- 20¾ x 14¾ x 14¾
Large -- 28 x 16½ x 16½

The "Artic" Ice Chest

Portable, Handy and Compact

Refrigerator

MADE ON SCIENTIFIC PRINCIPLES

Double walls of Galvanized Iron.

Japaned in Oak, with nickel-plated tap for the drip water.

The most suitable refrigerator yet made for Yachting and Picnic Parties, Summer Residences, Camping, etc.

A positive boon in the sick room. Food for the invalid can be kept sweet and fresh at all times.

PRICES ON APPLICATION

The Thos. Davidson Mfg. Co., Limited

MONTREAL AND WINNIPEG

Handy around any House, Store or Farm. Capacity 500 lbs.

Buster Brown

Children's Express Wagons

Successfully handled by the hardware trade throughout the Dominion.

Sizes: No. 1 (solid), No. 1 (spoke), No. 2 (spoke), No. 3 (spoke), with runner attachments.

Made in Canada

The Woodstock Wagon & Mfg. Co., Ltd.

WOODSTOCK, ONT. Makers of Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs

THE JAMES STEWART CO., Ltd., Winnipeg, Man.
Western Representatives

THE WHITE MOP WRINGER

is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

Order from your jobber or from us.

WHITE MOP WRINGER CO.

Fultonville, New York

This Trade Mark Insures Genuineness Originality Perfection Satisfaction

---

Its all in Our dasher

The
POLAR STAR
ICE CREAM FREEZER

ALL METAL

No gears, nothing to wear out or rust out.

MADE IN 4 SIZES

Send for descriptive circular—Your jobber or

Smith Hardware Co., Limited
2 and 4 LEMOINE ST., MONTREAL, CANADA

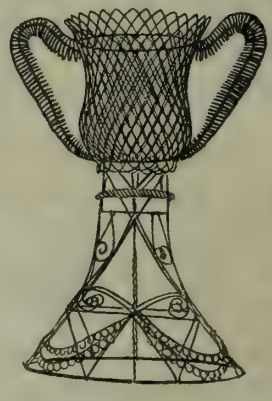
Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency

313 New York Life Building - MONTREAL



Lawn Designs, Ornamental Fencing, Gates of all kinds, **Railings**, etc.

Manufactured at

Crescent Wire and Iron Works.

Partridge & Sons
KINGSTON, ONT.

Write for new Illustrated Catalogue.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

Counter Check Books
"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CHILLED SHOT.

ABBEY IMPROVED CHILLED SHOT COMPANY, LIMITED
Sole Manufacturers of Improved Chilled Shot and Makers of Hard and Patent Shot
Newcastle-on-Tyne
Samples sent on application
Before buying elsewhere send for our prices

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.
BALL BEARINGS
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webster & Hilger, Limited, special New York Representatives, 106-110 Lafayette Street

ELECTRIC DRY BATTERIES.

TRADE MARK
NINE LIVES
X CELLS are the only Dry Cells which show NINE LIVES.
You'll make money in handling them. All standard sizes.
Electrical Specialties, Limited
TORONTO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

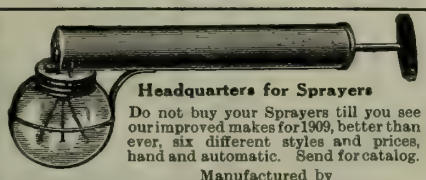
GALVANIZING

GALVANIZING
Write for Prices
THE CANADA METAL CO., LIMITED
TORONTO, ONT.

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

HARDWARE SPECIALTIES



Headquarters for Sprayers
Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.
Manufactured by
THE COLLINS MFG. CO., TORONTO.

HORSE POKES.

SURPRISE PATENT
HORSE POKE
The only Poke that will stop a horse. Ask your Jobber, or write
JAMES & REID, Perth, Ont.
Sole Manufacturers
Write us for feed cooker and steel ladder catalogue

MANUFACTURERS' AGENTS.

COULSON AND BLAIKIE
Manufacturers' Agents
459 St. Paul Street : : Montreal
We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.
Our connection is with the Wholesale Hardware Trade

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

MANUFACTURERS' AGENTS

J. M. KAINS & CO.
MANUFACTURERS' AGENT
83 Pender Street W., VANCOUVER, B.C.
Open to represent a first-class Hardware Specialty. Highest References.

METAL PRODUCTS.

Estab. 1880 Bell Tel. East 419
MONTREAL SMELTING AND REFINING WORKS
Geo. Langwell & Son, Montreal, Que., Can.
Smelters and Refiners of all Metal Products
Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.
Get Quotations

NAILS.

JAMES PENDER & CO., Ltd.
ST. JOHN, N.B.
Manufacturers of
Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp
Best in Canada
Horse Nails, Etc.

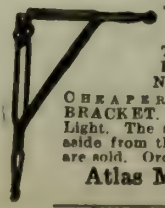
PORTABLE OVENS.

BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
The Warren Mf'g Co., Limited
Toronto, Ont. Phone M. 274

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SHELF BOXES.

Goods Well Displayed are Half Sold!
The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
85 Richmond St. W. Toronto

STEEL TANKS.

GALVANIZED Steel Tanks
No Rusting Leaving
AGENTS WANTED
Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
The Steel Trough & Machine Co. Limited
TWEED, ONT.

VENTILATORS.

Ventilators and Chimney Cowls
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
7 Pontiac St. Montreal

SNAPS.

COVERT MFG. CO., TROY, N.Y.

No. 70 Polo
The Steel Spring Snap that has a "snap."
No. 400 King
The Snap without a peer.

TOOLS.

ARMSTRONG UNIVERSAL RATCHET
Two inches of motion at end of handle, in any direction, will drive the drill

Armstrong Bros. Tool Co.
106 N. Francisco Ave., Chicago, U.S.A.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

MEN WHO SELL THINGS

By

WALTER D. MOODY

¶ Mr. Moody analyzes the science of his profession with precision.

¶ He indicates the weak points which the salesman is heir to.

¶ He suggests ways to overcome them.

¶ He shows how to cultivate the essential qualities of a salesman.

¶ His title to proficiency in this subject is backed by an abundance of native business acumen, ripened by Twenty years of observation and experience as Traveling Salesman, European Buyer, Sales Manager and Employer.

¶ He has recently been made Business Manager of the Chicago Chamber of Commerce; the largest body of business men in the world.

¶ While the supply lasts we will mail a cloth bound copy of "Men Who Sell Things" to anyone sending us one new paid-in-advance subscription to this paper.

THE MacLEAN PUBLISHING CO.
Subscription Department
TORONTO - CANADA

THE
New Blue Belle Washer

Is rapidly gaining the favor of those who prefer a machine of the "rubber" type. The clothes are held against the lower rubbers by the upper board, which turns in one direction while the tub revolves in the opposite direction. This makes quick work of the washing and is a distinct Blue Belle feature. The base and wringer-stand are light, strong and handy.

The "Blue Belle" Wringer has no equal among Canadian made or imported machines. Rolls are guaranteed for 5 years.

The two "Blue Belles" make a splendid selling combination.

DAVID MAXWELL & SONS,
ST. MARYS, ONTARIO

Those Who Wish to Rent or Hire

stores or departments, sell or buy businesses or stocks, place or acquire accounts, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Advertisement Page of **HARDWARE AND METAL.**

Neptune Unrivalled Patent Steel Fencing Wire

will not sag, needs no re-straining after being erected, will not SNAP in weather changes, is better galvanized than any other wire, and it makes a more satisfactory fence in every way.

It stands an easy first for

ECONOMY, STRENGTH and ELASTICITY

The 12½g. and 14g. will save you over 60 per cent. as against Nos. 8 and 10 gauges ordinary wire.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft, Carlswerk, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

FOR WOOD FURNITURE

THE
Sliding Furniture Shoe

SUCCESSOR TO THE OLD FASHIONED WHEEL CASTOR

Made in all sizes for all kinds of furniture, metal beds and pianos. Two kinds: Mott Metal and Glass Base. Ask your jobber. If he cannot supply you write us for free circular and discounts.

Eastern Representatives:
Coulson & Blaikie, - Montreal, Que.

Western Representatives:
G. W. Endress, - Winnipeg, Man.
E. R. Bollert, - Vancouver, B.C.

Onward Manufacturing Co.
Berlin, Ont. Menasha, Wis.

L. E. DUBUC

MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

CORRESPONDENCE INVITED - REFERENCES

Jessop's Steel

To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England
CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.
CANADIAN OFFICES: 80 Bay Street, Toronto, Ont.
144 William Street, Montreal, Que.

Royal Metal Polishes

would not sell in such quantity as they do unless they filled every requirement of the housewife. Unsurpassed for all kinds of cleaning. Reasonable price; yields you large profits.

Get a supply if you have none.

ROYAL POLISHES COMPANY
MONTREAL

AGENTS: Ottawa - General Supply Co. of Canada, Ltd. Winnipeg H. W. Glassco & Co. Vancouver Wm. Erichsen & Son. Halifax J. C. Calder. Sherbrooke - E. H. Bowen. And all dealers.

The "BUCO" Garden Cultivator

Patented ***HANDLE 4½ FT. LONG***

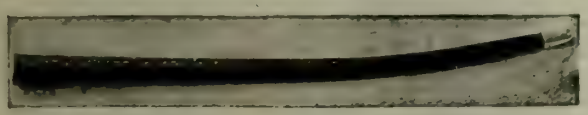
We claim a person can do more weed killing and cultivating the two essentials in growing things with a "Buco" than with any other hand tool made, and do it easily. Our claim is backed by a guarantee that every one tried will prove it or we will take it back and refund price.

Sold by Hardware Jobbers.

Manufactured only by
BAILEY-UNDERWOOD CO., LTD.
NEW GLASGOW, N.S.

ATTENTION!

The HERCULES reinforced shaft splice is the best adapted and the strongest and simplest for repairing broken shafts on the market.



A Post Card sent to us will give you all information.

THE HERCULES SHAFT-SPLICE CO.
STRATFORD ONTARIO

ARE YOU ENTERPRISING?

We have an attractive and paying agency proposition for

Enterprising Hardwaremen

WRITE FOR PARTICULARS TO-DAY

The Empire Light Co., Limited
116 Victoria Square MONTREAL

"Always Reliable"

Gasoline Combination Blow Torches

(Patent Applied for.)

furnished with our adjustable soldering iron holder, which can easily be removed when not required, and has an advantage over old style stationary kind which are often in the way. Also has our "never leak" pump, plunger of which screws down. Made in two sizes, pints and quarts, with or without the soldering iron holder, either round or flat shaped tanks. Packed, one each in a wooden box, properly labeled. Write for our catalog No. 10, on Furnaces and Torches, also catalog No. 5 on full line Plumber's Tools, etc. Can be obtained from any jobbing house in Canada.

OTTO BERNZ
13th St., Newark. N. J.

When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

CANADA FOUNDRY COMPANY
LIMITED

Cor. King and Simcoe Sts. - TORONTO, CAN.

MONTREAL — *WINNIPEG*
HALIFAX — *VANCOUVER*
OTTAWA — *ROSSLAND*

MANUFACTURERS OF

Power Appliances of All Kinds

Complete Power Plants
Steam, Gas or Electric

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

The Chicago Heat Regulator

If too hot lowers the damper, if cold it raises it. Saves coal, health, time and patience. Works the damper automatically. Thirty days free trial. Profitable line for the hardware trade.

Full particulars in free booklet.

We also make tub stands—curtain stretchers—clothes bars—ironing boards, etc.

Otterville Mfg. Co., Limited
OTTERVILLE, ONTARIO

JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK
GRANTED 1682

Sole Agents for Canada

James Hutton & Company
Montreal

TENTS

All sizes and styles, made of the highest grade duck, kept in stock, and made to order. Prices on application.

Awnings, Sails, Flags
Made on the Shortest Notice.

☞ Be sure you are dealing with the old reliable house.
Established 1866.

Thos. Sonne, Sr.
Phone M. 1161 — 193 Commissioners St., Montreal

SEE THE DIAMOND

Always Reliable
Always Uniform
Always the Same

Ask any Gas or Steamfitter about

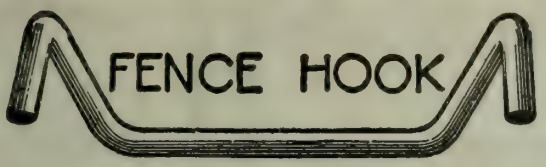
DIAMOND BRAND FITTINGS
He Knows.
WHOLESALE ONLY

Oshawa Steam & Gas Fitting Company, Limited, OSHAWA CANADA

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Canadian Grocer.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont

H. BOKER & CO'S "EDELWEISS"

Perfection in the Art of Razor Grinding and Honing.

Every Razor Absolutely Perfect in its Shaving Qualities.

H. BOKER & CO'S. TREE BRAND RAZORS are known the world over as Highest Grade, and are noted for their superior shaving qualities. Every blade hand-made from the very best quality bar razor steel, tempered by our own process. Perfectly ground. Honed and set ready for use. Every razor guaranteed.

Write for our free booklet
"Some Pointers for Gentlemen Who Shave Themselves"

McGill Cutlery Co., Reg'd **P. O. Box 366, Montreal**

Our Electric Welded Chains

have shorter links than the knotted chains and are alsos moother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

Do You Want to Buy or Sell?

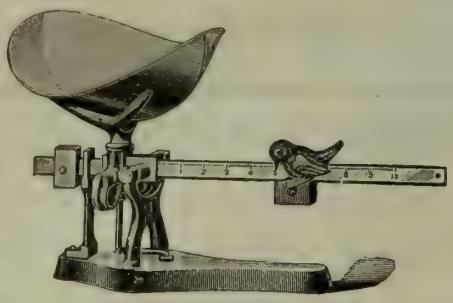
The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

Household Scale

Capacity, 1 oz. to 10 lbs.

No Weights Required.

All the Weighing is done on the Beam.



This is a Scale that is needed in every household, especially at ***Preserving Season.***

The Scale has nickel-plated Beam and strong Tin Scoop.

It is light, neat, durable, reliable and accurate.

It is easily handled, and when not in use takes up very little shelf room.

The Burrow, Stewart & Milne Co., Ltd.

Manufacturers ***Hamilton***

CONGO ROOFING | Guaranteed By a Surety Bond

TO CONVINCE the public that 3-ply Congo Roofing will really last *ten years*, we furnish with every roll a bond of the National Surety Company backing up our guarantee.

THIS BOND gives you absolute certainty that our promise will be made good.

WE DON'T CONSIDER that the bond is necessary, but it serves to show how firmly we believe in the *durability* of our product.

ANY MANUFACTURER could say as we do, that his roofing will last ten years, but we show that we mean business when we *back up* the guarantee with a genuine Surety Bond.

THE ONLY THING for us to do under these circumstances is to make a roofing which will stand the test, and outlive the guarantee period.

That is what Congo will do.

OTHERWISE, we could not afford to bind ourselves over to a Surety Co, and thus insure the thousands of Congo roofs which are being laid every year all over the country.

FREE SAMPLE

WE SHOULD BE GLAD to send you a copy of the bond without charge. We will also send you at the same time a sample of Congo, so that you will see the reason for our confidence.

UNITED ROOFING AND MANUFACTURING CO.

PHILADELPHIA, PA.

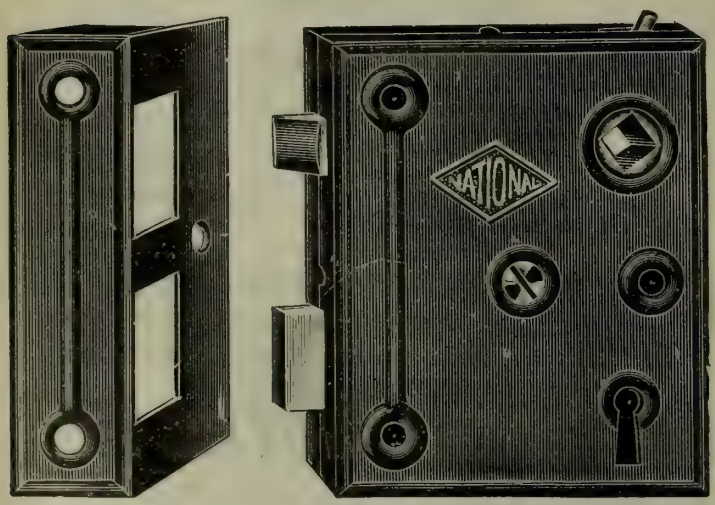
Successor to BUCHANAN-FOSTER CO.

H. S. Howland, Sons & Co., Toronto; Starke-Seybold Co., Ltd., Montreal; Mechanics Supply Co., Quebec; S. Hayward Co., St. John, N.B.; Geo. E. Smith & Co., Halifax, N.S.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co, Ltd., Victoria, B.C.

THE ONLY

STEEL RIM LOCK

MADE IN CANADA



You cannot sell any article that will do more to strengthen your hold upon the Builders' Hardware Trade than locks of the **National Brand.**

Ask Your Jobber for This Brand

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**

GORDON & EAGAN — **Plumbers**

Montreal, Dec 8th, 1905

J. W. Harris Mfg Co. Ltd.,
Montreal.

Gentlemen:
We have much pleasure in advising you that your "Zephyr" Ventilators installed by us have given every satisfaction.

Yours very truly,
Gordon & Eagan, 55c Metcalfe St.

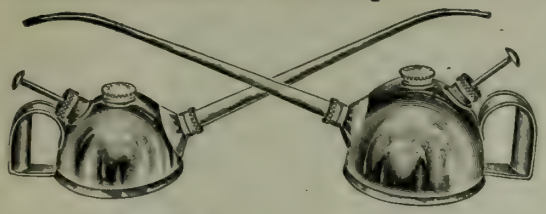
Made by

THE J. W. HARRIS MFG. CO., LIMITED

CONTRACTORS

Montreal

Howland's Pump Oilers



For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

BUTLER'S
FAMOUS
Sheffield Cutlery
AND
Electro-plate

CABINETS AND CASES OF CUTLERY AND PLATE.
PRESENTATION OUTFITS—PRIZES FOR SPORTS.
SPOONS AND FORKS; FISH AND DESSERT SETS.

"BUTLER" was Reg'd a Trade Mark A.D. 1768

Sole Makers of — Butler's "KEEN" Razors, "Cavendish" Brand of Table Knives, Carvers and Plate. (REGISTERED)

HIGHEST AWARDS — SPECIAL MENTION

George Butler & Co.'s
LONDON SHOWROOM:
62 HOLBORN VIADUCT, E.C.
(OVER SNOW HILL STATION)
MANUFACTORY:
Trinity Works, SHEFFIELD, England

JUST THE THING FOR THE CAMPING SEASON

ALCOHOL GAS STOVES

ECONOMICAL, CONVENIENT, SAFE and CLEAN

You can use one of our chafing dishes with this stove. The combustion is perfect, while the stove creates its own gas. Any alcohol can be used. Its capacity is three pints. This is a ready-selling line. Write to-day for illustrated catalogue.

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McIntosh & Co., 51 Yonge St., Toronto

"Brantford" "Roofing"

is made in four styles

Brantford "Asphalt"—Pure wool felt, with asphalt saturation and silicia sand finish. 3 weights.

Brantford "Crystal"—A real no paint roofing. Big seller. One weight only—heavy.

Brantford "Rubber"—A smooth, tough, durable roofing. 3 weights.

"Mohawk"—An excellent roofing at a popular price.

Dealers' catalog and samples mailed free on request.

Brantford Roofing Co., Limited
Brantford - Canada

Montreal Branch: 500 St. James St., Montreal, Que.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

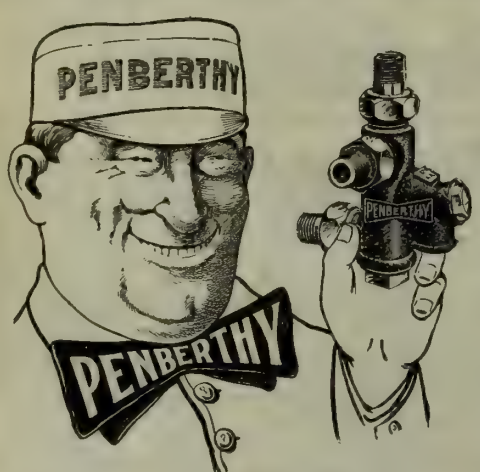
¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



You can get the business if you Stock

PENBERTHY INJECTORS

It takes no persuasion, no "just as good" talk when you handle the genuine.

ALL LEADING JOBBERS STOCK THEM
SEND THEM YOUR ORDERS

PENBERTHY INJECTOR CO.
Limited
WINDSOR, : : : : : ONTARIO

Bone Cutters

This is a favorite size. We make other sizes, from

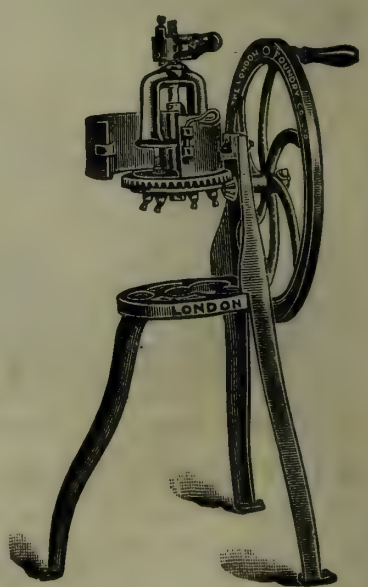
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.



Send at once for catalogue and prices

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

"Early Bird" Cooking Stove

For Hard or Soft Coal. Made in one size only, No. 8, and not supplied with reservoir.

SOLD AT A REMARKABLY LOW PRICE

Send for our new Stove Catalogue and Price List

The Jas. Smart Mfg. Co., Ltd.

Brockville, Ont. Winnipeg, Man.

ADVERTISEMENTS WE LIKE TO LOSE

Most firms dislike losing business. It usually means the customer is dissatisfied and that is a serious matter. We have just received a letter, however, which is an

EXCEPTION TO THE RULE

R. H. Tetlock, of Unionville, Ont., sent us the following advertisement :

> FIRST-CLASS set of tinners' tools complete with benches, cheap if sold at once. For particulars write Box 54, Unionville .

He instructed us to insert it four times. After three insertions he wrote us as follows, under date of Feb. 4, 1908 :

> "Please discontinue my ad., 'Tinsmiths' Tools for Sale,' as I have sold satisfactorily, through the assistance of your valuable paper."

The advertisement cost 80 cents for the three insertions.

Surely it was a good investment.

Hardware and Metal
Montreal Toronto Winnipeg

Sell Something to Please the Boys

THEY WILL BE YOUR FUTURE CUSTOMERS

There is for you Mr. Hardwareman a good margin of profit in the three lines you see reproduced in the accompanying cuts. Cut No. 1261 and 1205 on right represent respectively our Shoo Fly Rocker and Toy Garden Barrow. They are strongly built. The cut on the left, No. 1221, shows a staunchly constructed Toy Cart with wooden spokes and tin tires. All these articles are neatly painted, striped and varnished. SELL THE GENDRON GOODS.

WRITE FOR OUR CATALOGUE

THE GENDRON MFG. CO., LTD.
TORONTO, CANADA

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.
Fitchburg, Mass.
Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

Our Travellers Cover the Dominion

That's right. And no matter in what part of Canada you may reside you are within reach of one of them.

He'll call and talk over the stove situation with you, post you on general market conditions and explain, if you wish, the reason why McClary Success duplicates itself in the store of the McClary Dealer, and why McClary Enthusiasm is a good thing to contract.

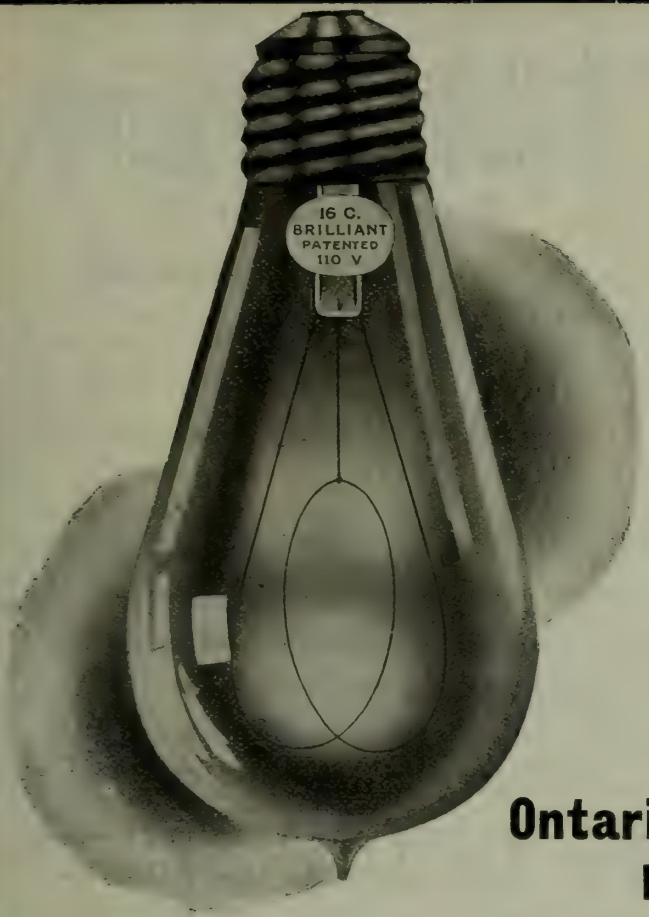
He will show you that the McClary record is a powerful sales-influencing factor with prospects, and that the dealer not only receives full benefits from this record, but also receives many other forms of assistance which we will enumerate next week.

Don't you think it would be nice for our traveller and yourself to be seen together in your store laying the plans for a big stove year?

Then request a call.

McClary's

London	Toronto	Montreal	Winnipeg
Vancouver	St. John, N.B.	Hamilton	Calgary



QUALITY

is the first consideration in the manufacture of our

"BRILLIANT"
AND
"SHELBY"
INCANDESCENT LAMPS

They are all carefully selected and fully guaranteed

MANUFACTURED BY

Ontario Lantern & Lamp Co., Ltd.
Hamilton, - Ontario

Morrison Steam Specialties

HOW MUCH is it worth to be absolutely sure of the strength and durability of Steam Valves, Steam Cocks, Injectors and kindred lines?

We concentrate our best energy on all goods bearing the ***"J.M.T."*** trade mark, and surround their use with every assurance of safety and satisfaction.

You can depend upon the quality of material and construction in

J.M.T. VALVES ***J.M.T. INJECTORS***
SAFETY VALVES ***THROTTLE VALVES***
and other Morrison Lines

The JAMES MORRISON BRASS MFG. CO., Limited
93-97 Adelaide St., TORONTO

The Royal Jewel Steel Range, The Ideal Cooking Apparatus

The Latest and Best
None to Equal It.

Summary of Good Features.

LARGE TOP COOKING SURFACE, wide short centres, one sectional cover, one damper cover, nickel plated edge of top.

HINGED KEY PLATE, convenient for broiling, or supplying fuel.

LARGE FIRE BOX for coal, large feed door for wood, end fire door screw damper.

REMOVABLE duplex grate.

COMBINATION coal and wood fire box for "S" series

LARGE ASH PIT with ash guard and capacious ash pan. Ash pit door has screw damper.

ONE PIECE SHEET STEEL OVEN, large and well-ventilated.

Controlling damper supplied with all high shelf and high closet ranges.

Water front for coal, water back for wood, large and powerful.

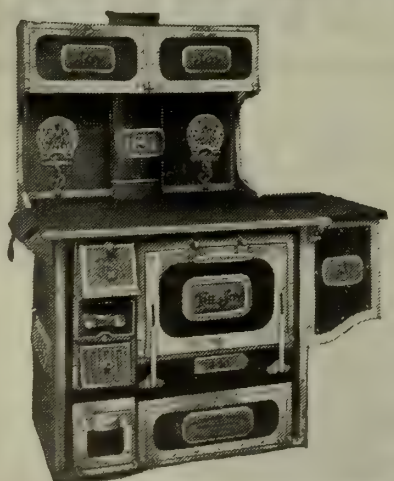
Water tank for 920 and 922 hold 10 gallons.

Steel high shelf and high closet, supporting castings full nickel plated.

The Burrow, Stewart & Milne Co. Ltd., *Manufacturers, HAMILTON.*

A Splendid Range for Family Use

THE JOY MALLEABLE



It has many features, one of which is the low warming oven. We make all our ranges with low warming ovens, with a full-length door the same height as the ash pan, with the clean-out door immediately above it. This feature enables the user to clean out the flues in the ash-pan quickly and easily without muss or dirt.

These sizes are ready:
No. 8, 18, Square and High Closet. No. 8, 18, Reservoir and High Closet. No. 9, 26, Square and High Closet. No. 9, 26, Reservoir and Closet.

Shipping Warerooms in Toronto, Winnipeg and Vancouver.

Send for Descriptive Matter and Quotations.

The CANADIAN HEATING & VENTILATING CO.

Owen Sound, Ontario LIMITED

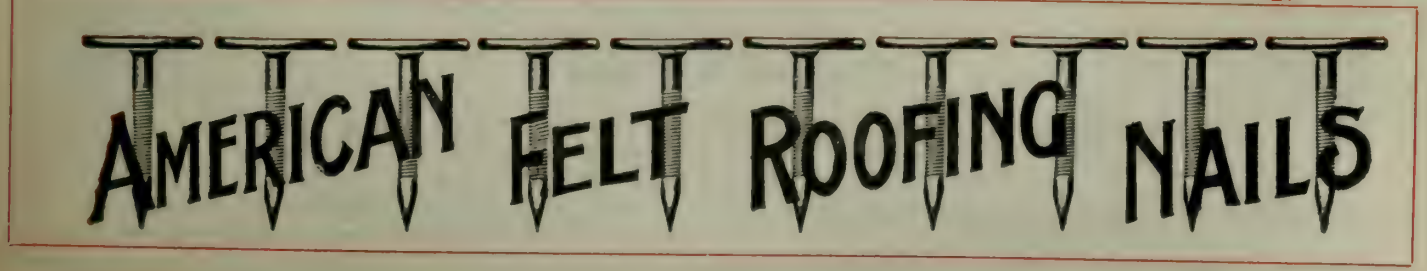
Western Agents: Christie Bros. Co., Ltd., Cor. Henry & Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C.

Why Change?

This is the question that every ***Live Merchant*** asks, and the answer is: "You will be ***bettering your Customers' interests*** by supplying them with an indestructible nail that will take the place of the double supply of nails and discs, effect a ***Two-thirds Saving in Labor*** and make a much superior water-tight finished roof, as being pressed from one piece of wire, with heads carefully rounded and planished so as to afford a solid compact without injuring the frailest roof covering, and having ***absolutely no welded portions*** to corrode or loosen, makes it an article of superior merit."

Progressive Contractors and ***Roofers*** have realized these unique points and are now using them exclusively. ***Leading Wholesale Hardware Dealers*** always carry large stocks for immediate shipment.

United States Steel Products Export Co.
Montreal, Que.



KEEP RIGHT ON SELLING

Dominion Ammunition without boosting it, and watch it boost itself. Or stack it up against the best duty-paying ammunition you can buy, and see which lasts the longest.

Dominion Improved and ***Proved*** cartridges and shot shells are every one a graduate from the Dominion System, the newest and severest testing system in the world of ammunition.

YOUR CUSTOMERS WILL DEMAND

Dominion Improved and ***Proved*** Ammunition, because it is *Better,* and because it costs less, being *Made in Canada.* For any size and make of gun, and *Guaranteed Sure.* Ask for catalogue.

DOMINION CARTRIDGE CO., LTD.
Montreal, Canada

DOMINION
IMPROVED AND PROVED
AMMUNITION

KEMP'S ROUND GASOLINE TANKS

Painted Red and Stencilled

Fitted with a screw top for intake, and has a brass lever tap. Guaranteed perfectly airtight, and warranted not to leak, which is very essential in the storage of gasoline.

The tank is supplied with an extra wooden bottom one inch thick, and reinforced with a galvanized iron band, thoroughly protecting the bottom against damage.

	Height	Diameter
Measurements, inches	31	26
Size		1 Bbl.
Capacity, Gallons		52

Price on Application

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St, WINNIPEG

THE KEMP MFG. CO., Limited
39 St. Antoine Street, MONTREAL, Que.

Hardwaremen and Their Methods

Ideas Gathered in Hardware Stores and Suggestions for Other Merchants to Adopt —Hardwaremen's Exchange to Dispose of Surplus Stocks—Basement Window Display —Bargain Grab Bag—Hardware Clerk's Work, Manner and Future — Cut Price Incident—To Make a Shelf Ladder—Display Stand for Firearms—Salesman's Trick — Contributions Solicited From Merchants, Clerks and Traveling Salesmen.

A HARDWAREMEN'S EXCHANGE.

Chatham, July 25.—That the retail trade of the present day is inspired by a kindlier feeling than once ruled, that mutual helpfulness and the doctrine of "live, and let live" are becoming more and more the ideal of its individual members, is strikingly shown by the "Douglas idea," which was greeted with many expressions of hearty approval when informally explained at a recent meeting of the Chatham Merchants Association.

The "Douglas idea" sugests the establishment in every city, town or other centre of business, what might be called a Hardwaremen's Exchange. The father of the idea is Donald H. Douglas, junior partner of the Chatham hardware firm of Geo. Stephens & Douglas. This firm is one of the oldest and most prominent in Western Ontario; and Mr. Douglas himself is a practical and experienced hardwareman.

The Hardwaremen's Exchange — or Merchants' Exchange, for it need not be confined to hardwaremen—is an institution which, as explained by Mr. Douglas, would prove of immense assistance to the individual merchant in clearing out superfluous and slow moving stock; and, incidentally, would deal some heavy body blows at that great enemy of the whole mercantile profession, Price Cutting.

Mr. Douglas was not present at the meeting at which his suggestion, talked over informally some time before with a number of fellow merchants, was discussed. In his absence, no definite action was taken. But the many expressions of approval vouchsafed left no doubt as to the manner in which a call for actual action would be met by Mr. Douglas' fellow merchants.

The idea promises the existence of a Merchants' Association, or else a Hardware organization; and also the existence of that spirit of mutual helpfulness of which either organization is the token.

In conversation with a Hardware & Metal representative, Mr. Douglass briefly, but clearly explained his proposal.

"My idea is to promote the interchange between hardwaremen of goods with which, as frequently happens, one may be overstocked while another is experiencing a shortage.

"No matter how carefully a merchant buys, he is bound, sooner or later, to find himself with quite a bit of surplus stock in one staple line or another on his hands. At the same time, another merchant in the very same town may be experiencing for the time being, a shortage in precisely the same line.

"Here is where we could make use of our associaiton. I would have the man with the surplus stock leave with the association secretary a list of what he has, together with the price he wants for it. The secretary could then make copies of all goods listed with him, and send a copy of this list to each merchant in the city; or, if thought advisable, to merchants in adjoining towns. The secretary's list need not give the name of any merchant whose stock is listed, but merely the goods themselves, and orders could be sent and filled through the secretary. This would save the individual merchant from the necessity of having his name disclosed, except to the secretary of the association—a point which a good many merchants will regard as important.

"There are quite a few lines of goods which could, I think, be successfully handled in this way. Nails, glass, wire —in fact, practically all staples—could in this way be kept moving. The scheme is not so much a means of moving out old stock as one of keeping a merchant from accumulating stock which, for lack of attention, would grow old upon his shelves.

"The idea is, I feel sure, entirely feasible, and should there be any little difficulties of detail, they will in time solve themselves."

The converse idea, it may be added, is also contemplated. Thus, in the event of a merchant experiencing a shortage in any line, a query through the association secretary would put him in tolch with any fellow-retailer in a position to supply his wants.

The advantages of the idea are obvious.

As Mr. Douglas states, no matter how experienced or careful a buyer may be, surplus stock is bound sooner or later to accumulate. The merchant may find himself with goods on his hands which represent the investment of money—money for any return on which he, evidently, will have to wait a long time in the ordinary course of affairs.

Conversely, a fellow merchant may find himself up against a shortage. He may not feel justified in ordering in sufficient quantity to secure the goods on profitable terms.

What more sensible course could there be than for these two men to get together —through the medium of the association secretary—and make a dicker.

Again, Merchant No. 1, may be overstocked in a certain line, and his plans may be such that he doesn't feel like putting himself out to push that line by means of advertising, window display, etc. He may have other and more important irons in the fire, so to speak.

Yet that line may be just the thing that Merchant No. 2 wants.

Is there any harm in No. 1 and No. 2 making a quiet swap of goods for cash?

A great advantage is that the evolution of such a system would tend to do away with price cutting. When a merchant finds himself stocked with a certain line of goods, and sees no prospect of working them off in the regular course of trade, his first step usually is to "cut"—and generally he cuts pretty deep.

His neighbour down streets cuts in return—on the same article, and occasionally on something else as well. The merry war resulting may spread over the whole trade, and last for weeks and months, and do more harm than years of mutual effort and good fellowship can eradicate.

And it all means that, for the ultimate purpose of making bad blood between them—for that is the one lasting result achieved—Merchant No. 1 and Merchant No. 2 have each been giving their legitimate profits and sometimes a good deal more away to their customers.

Once a cut is established on a staple line, it is hard work to re-establish the old price. Any retailer who has had experience can testify to that.

If, instead of cutting to their mutual disadvantage, retailers would swap to their mutual advantage, a great deal would be gained.

As previously indicated, though the scheme has not yet been formally adopted, there is every likelihood that it will be ultimately put into operation. In carrying it out in an ordinary small city or town, practically no expense is involved. Though Chatham has a general Merchants Association, the scheme is one which would work out even better with a one-trade organization, such as a hardware association.

It is a scheme which need not be confined to a single town or city, but admits of wide development. For the purpose of reaching representative retailers elsewhere, the advertising columns of Hardware and Metal would seem to offer what is at once the cheapest and most effective medium.

The outcome of the idea will be watched with considerable interest.

V. L.

NOVELTY WINDOW.

Goderich, July 20.- "You didn't think Port Huron would strike novel ideas in Goderich, did you, Jack?" queried one of a group of portly merchants, pausing in front of the Parsons' Fair store on the "Square," the other day.

The "novel idea" which halted the party of American business men was a splendid display of china and dishes in the front part of the store basement.

Usually in a store the two or three feet intervening between the bottom of the show window and the sidewalk are boarded up. In the Parsons' Fair store at Goderich, the space below each of the two show windows is taken up by an extra window, set at a slight slant. This window is about three ft. high, and runs the full width of the show window, and not only serves the purpose of lighting the basement, but permits a fine display of goods "down below" in full view of the street. The glass is protected by a substantial iron railing.

"That would be broken in Port Huron in an hour," commented one of the merchants regretfully.

R. H.

THE HARDWARE CLERK.

Ottawa, July 25.—Is the desire for business ability or commercial ambition less to-day than it was a few years ago? Do our young men of the present time appreciate the importance of application and concentration as applied to the workings of commerce? If a young man apprentices himself to a hardware merchant there should be every intention on his part to not only observe all rules of business, learn everything about the vocation, but also to assist in every manner possible the advancement of his employer's business, for in so doing he really sows seeds of reward for himself. "As ye sow, so shall ye reap," is a true saying and is forcibly evidenced in commercial life daily.

Punctuality is the first essential to a promising clerk. Always on time and ready for business renders a clerk's services doubly appreciable. When a customer enters a store there should be every effort made to promptly and courteously interrogate his purposes and competently assist in the execution of his desires.

Don't wait to see who will make the start "forward" or await the call. Be on the spot without delay and show by your manner that you wish to please the customer as well as further your employer's interests.

Know the goods! Know your stock! Be ready to answer definitely regarding any article for which enquiry may be made. Such readiness will render your services indispensable and valuable.

Acquaint yourself with all lines pertaining to the trade. Read carefully the particulars papers and magazines devoted to the welfare of your especial calling, and study ways by which you can render the premises more attractive A good suggestion will never be lost. Your actions with others' interests at stake will govern the success of your own business in the future. Don't work for wage! Money, while necessary for the provision for the comforts of life, should never be idolized. Aim for position first, and with position and ability monetary conditions will adjust themselves.

If goods are promised for a particular delivery see that they are so sent, and do not try to shift responsibility onto someone else. Follow up your promises with every intention to see their fulfilment and you'll rest contentedly from your labors.

Never shirk work! Two boys in a hardware store should not be found in the cellar or storeroom when their assistance is required for immediate action. If it is necessary to procure goods from or arrange them in the storeroom then attend to it, but heed not any inclination to loiter. Your employer's keen eye observes such weaknesses and the result of his observations will some day be evidenced to you.

The hardware business is one offering great possibilities for the young, ambitious, earnest, striving, success-seeking man, and the anticipations of the bright youth will in a measure become the realizations of middle age according to the measure of the services rendered during apprenticeship and clerkship.

G. E. M. H.

SELLING BY GRAB BAG.

London, July 23.—Jewelers in London, Chatham, and other places have adopted a novel scheme for disposing of small articles which, it seems, is capable of being adapted to the handling of small hardware and tinware articles where the latter are of a fairly uniform price.

Each article is enclosed in a sealed paper bag, and the entire bunch placed in a large box, which is displayed usually in the window, with an accompaiment of appropriately worded sign cards. Anyone paying 25c takes a "grab"—that is has his choice of the sealed packets. Interest is stimulated by announcing that a ring or other valuable article, probably worth $2, is enclosed in one of the packets. The others contain articles worth approximately the purchase price, 25c. The purchaser thus gets full value for his money in any case, and stands the chance of securing considerably more.

The scheme is chiefly valuable as a help in moving out old stock, or lines for which the sale proves slow. In stores where it has been tried as an experiment, it frequently continues as a regular feature.

In hardware, it could probably be used in helping the sale of tinware and small articles of a uniform price. There are quite a few articles selling at 15, others at 25c and son on, though anything over 25c would hardly make a popular figure. Frequently "novelties" which have failed to make a hit can be handled in this way. Instead, however, of enclosing the article itself, a slip indicating the name of the article to which the purchaser is entitled would have to be used. The scheme is, of course, not intended to replace genuine salesmanship, which will usually render it unnecessary.

B. T.

SIDELIGHT ON CUT PRICES.

Hamilton, July 26.—The hardwareman was in a confidential mood.

"Don't tell it to anyone," he said, "but really, it is too good to keep,"

"A few years ago I traded off an old Winchester for a ——— rifle (naming a high-priced shooting iron). It was a rifle regularly worth about $65, I suppose. Well, I wanted to get my money out of it as quickly as possible, so I put it in my window, marked at $25.

"Well, do you know, that gun stayed on display, marked at $25, all through the season. People didn't seem to take to it. They seemed to be suspicious when I brought it out, and offered it for sale.

"After the season was over, I put that gun away. I kept it a considerable time. At last, one day I took it out, and, just for the fun of it, put it in the window tagged at $60.

"Within a few days I had sold that gun—for $60. Same gun that I offered all the previous season at $25, and couldn't find a taker. It was a high-grade gun, worth $65, new, any day, and I really think that when they saw it marked down so low, people were suspicious—thought there was something wrong with it."

"I suppose you paid $17 for it." he was asked.

The hardwareman shook his head.

"I wouldn't like to say as to that," he rejoined, doubtfully.

C. N.

TRICKS IN MAKING SALES.

Kingston, July 22.—Dan MacQuinn, who runs a general merchandise store in a nearby country town, conducts more bargain and special sales than all the other merchants put together, and the seemingly strange part of it is that he makes a big success out of every sale.

Dan is a heavy advertiser and spends money in the newspapers announcing his bargains, and the rapidity with which he pulls off these numerous sales is wonderful. The other merchants all wonder how he does it, and even the customers do not get wise to Dan's clever system of selling goods. There are tricks in all trades, but Dan MacQuinn certainly has the retail selling game cornered for smooth selling schemes.

Recently he conducted a tinware sale. All kinds of tinware household utensils were displayed. Directly in the centre of the room was an immense standing case with eight or ten shelves, on which was arranged a wide variety of pieces of tinware all marked in bold figures.

About the time the store was packed with bargain seekers there came a terrific crash from the centre of the room. A lumbering expresman had tipped over the case, and the tinware was scatteder everywhere, but not damaged to any extent. Dan immediately rushed up to the scene of the confusion, so did all the

women attending the sale. After giving the drayman a severe calling down, Dan, who appeared to be in terrible rage, announced that rather than pick up one piece of the ware he would sell every piece for 6 cents. The original prices, marked plainly on each piece, were from 10 to 15 cents. Dan sold every piece right from the floor and did it in less than five minutes.

If any one of the bargain seekers had happened around the store after the sale was over they would have been surprised to see Dan handing the expressman a piece of money. It was part of the scheme to tip over the case and work off that lot of tinware at 6 cents. Dan knew he could make money on the volume of sales at that price, while the goods would never sell at the marked prices. He never expected to sell them, except by the accident scheme.

Dan's methods of selling are merely natural ways. He understands human nature and knows the weak part in the human being. He makes sales because he knows how to appeal to people and make them act quickly.

The great trouble with bargain sales is that people are permitted to deliberate over a sale. Unless they can be induced or forced to buy on the moment the chances are they will see something else and change their minds. At all retail bargain sales the deal must be closed quickly if it is to be a profitable sale. Dan's schemes are perfectly legitimate, because the people are actually getting a bargain. The only thing he is doing is to force them to quick action by acting quickly himself. He conducts his bargain sales to make money and he always accomplishes his purpose.

C. L. P.

A HOME-MADE STORE LADDER.

Lindsay, July 21.—Mr. Gamble, with Boxall & Mathie, Lindsay, has constructed a splendid store ladder, which does the work and is easily made by any hardwareman. The sides are of clear pine, 2x2½ inches, cut to proper shape; the rungs are stamped steel stall fixtures, bolted securely to the frame. Two Stay-on hangers run on the track, which is held up by iron braces screwed to the top of the shelf and which project out far enough to let the ladder run clear of the drawers and samples.

It is a neat idea and works to perfection, and can be made easily in spare time at very small cost.

K. E. N.

Don't use stereotyped phrases in speaking of the merits of your goods. They become stale and frequent customers tire of them. Make use of expressions which mean the same, then your conversation becomes almost as interesting to the customer as the article on which you are taling.

Great fortunes from little rebates grow.

Optimism is a good asset, if it isn't overdone.

How to Interest Women Buyers

New Methods Necessary to Meet New Conditions—Some Side Lines Suggested as Likely to Attract Women to the Store—A Greater Variety of Merchandise Recommended by "Our Drummer."

Selling conditions in the hardware trade have changed materially in the last few years—and they are still changing.

Retail mail order houses, rural free delivery, farm telephones, the trolley lines—these and other general conditions beyond the power of any one man to stop or even stay in their development are things of to-day. To meet these new conditions new methods are necessary.

What the modern hardwareman needs is a greater variety of merchandise—more lines and plenty of everyday sellers that can be retailed at popular prices. The up-to-date hardware store is no longer a one-line store, but carries, in addition to regular stock, such lines as imported china, glassware, crockery, woodenware, brushes, etc. The progressive hardware merchant realizes that the penalty of letting buyers go elsewhere for popular-priced merchandise is that, being there, they will also purchase the better things.

There may be satisfaction to one's pride in handling nothing but high-class wares, but there is satisfaction to one's pocket in selling what the people want. Moreover, the handling of popular-priced goods need not hurt the sale of the better grades, but, on the other hand, may be made the means of increasing the sale of the higher-priced articles by increasing the popularity of the store.

In the earliest stages of considering what can be done to increase your business you find yourself face to face with the fact that about all the everyday trading is done by women. Nowadays men have neither inclination nor time to do any considerable amount of shopping, and have come to depend upon their wives to do this for them. The important thing to do, then, is to introduce into your store some feature that will make it a popular trading centre for the women of your town. For this purpose there is nothing better than an up-to-date homegoods department, including the popular-priced specialties of your own lines, together with chinaware, glassware, crockery, lamps, woodenware, brushes and other home needs too numerous to mention.

At first your homegoods department need be but a single counter. Make it large or small as seems best to you. You will find that in proportion to the investment "homegoods" yield better returns than any other line. In your store right now you have a number of things that would serve for the start of a homegoods department, which could be run in a way to keep women coming to your store.

The trouble with the goods as you have them fixed now is that people have to ask whether you have them or not. Get them down where they can be seen. Women like to look, you know. Fix things so they can look. Indicate the price in plain figures so that the whole story is taken in at a glance. Then—you'll sell the things which now are little more than stored. Besides homegoods, there are profitable single lines that you might add. Following are enumerated miscellaneous lines now carried by progressive hardwaremen in all sections of the country.

Imported china is a line that no one merchant claims as particularly his own. The store that shows imported china gets the business, for it appeals to women as few other lines do. The line also affords splendid leaders for advertising purposes and it always pays a handsome profit.

Crockery will also fit in well with a hardware stock. A moderate investment will secure a good selection.

Lamps and lamp goods constitute a profitable side line that is good all the year and particularly good during the fall and winter. As little as $25 will provide a good assortment, including chimneys, mantles, etc.

Glassware is a stock that appeals to everyone in all seasons and it never goes out of style. Usually each article looks to be worth more than the price at which you can afford to sell it. Each piece, kept clean, helps to give a bright look to your store. Salts and peppers, sauce dishes, toothpick holders, tumblers, wine glasses and many other articles, most all of which are nice enough to look well in a jewelry store and all of which pay excellent profits, are put up by us in pasteboard boxes, so that the hardwareman who may not wish to have the more complete line of glassware can use these glass specialties most effectively.

Many stores already carry silver flat ware in a show case and find it proves to be an exceedingly good investment. Usually stores begin with the nickel and silver-plated goods to be carried in stock all the time, adding sterling goods at holiday time. Some also carry a few common alarm clocks, and gradually work up to where they get a considerable share of the clock business in their town.

Sporting goods, such as baseball necessities, boxing gloves, tennis goods, croquet sets, football goods, bicycle sundries, hammocks, fishing tackle, etc, make a paying department.

The trade in staple toys, which continues throughout the year, is a demand which every hardwareman should figure to supply. Holiday toys belong to no store in particular; and the hardwareman who convinces his community that he has what is wanted in this line is sure of the trade, and that, too, without any necessity for price-cutting.

The Policy of Plain Speech as a Business Method

How it Works Out in Every Day Relations With Travelers and Customers—Straight Talk Does Not Imply either Discourtesy or Distrust — The Business Community Attaches No Permanent Value to the Name or Standing of a Citizen Who is all Things to all Men—How the Bearer of a Tale Will Always Carry One as Well.

By G. B. VanBlaricom.

"Oh ! I am a plain speaking man and I tell people just what I think. I do not beat about the bush. I would not say behind a man's back anything that I would not just as leave tell him to his face."

You have heard business men and others talk like this. Of course, a man at all times can say exactly what he thinks and in whatever way he pleases if he does not care whether he has any friends. The man who really speaks as forcibly and pointedly as he at times feels and who lives up to all the verbal bluster about what he is going to do and say, is, however, about as extinct a specimen in the human race as the mastodon is in the animal kingdom.

There are many things to remember, and one of them is important. It is to the effect that a man, who carries a tale will also bear one. If a traveler comes into your place of business and tells you how much he sold Kennedy up the street, and imparts other information to you in strict confidence that "Kennedy is in pretty low water," or "has had some domestic difficulties," that self same representative is going to tell the next merchant he meets something about you. You, perhaps, think not, but the man who will come up and make a special exception in your case and glibly remark in a low voice : "Well, I will tell you, but you must keep the thing under your hat as I secured the information in confidence," is going to do the same thing with any private or personal news that you may give him.

The best way in the world to practise secretiveness regarding any project or undertaking of which, you do not wish the public to learn, is never let anything pass your lips and then you are sure that nothing will leak out. Few men, no matter how honorable in other respects, can or will keep information confidential. They may not reveal facts intentionally or with any malice, but the tongue often slips and the lips are not always locked. I am speaking strictly of business associates and organizations—not fraternal societies where secret obligations are never broken. You, who belong, know why, and you, who do not belong, might join and find out.

Ordinarily when ten or twelve men are gathered together to transact the business of a municipality—if the sederunt is a secret one—you can easily find one or two members who will talk or tell things on the quiet. The newspaper reporters know this. The alderman or councillor may not tell a scribe direct but he is almost sure to convey some information to a friend or associate and thus the recondite intelligence leaks out.

Both Varieties Illustrated.

There is a merchant in the town of Goderich who will not listen to anything secret or confidential. He is not communicative by nature and he does not want to burden his mind with any information that he is not at liberty to tell if he desires. When a traveler starts to tell him something and remarks casually, "Now you had better not let anybody know about this," the reply will come : "I do not want to hear about it. I have no secrets myself and I do not want to carry any. You need not tell me anything that you do not desire repeated." That man is a plain man and he can be trusted for he will not assume any obligations under false pretences. There is a grocer in Fort William who invariably imparts information with the remark : "Now please don't say anything about what I have just told you." The next man that drops in will probably secure the same information accompanied by the identical admonition of "Don't tell that please." One day an acquaintance entered his store and heard the proprietor telling another man exactly the same thing as he had spoken to the caller about a few hours previously, and the business man wound up with the instruction not to mention the thing oneself and mildness towards others."

"Oh !" said his unexpected caller, "that is what you were telling me a few hours ago, and here I find you going over the same matter with this man. I thought the whole affair was confidential. I guess you are like the old lady who always asked her friends not to repeat to others anything they heard from her. She wanted the supreme and sole pleasure of telling others herself. She did not want her acquaintances to get ahead of her in purveying any gossip of the community."

The business man, who is really busy, who is anxious to get ahead, who attends strictly to his own affairs, has little or no time for listening to confidential yarns or nasty financial rumors about others. The less attention he pays to silly stories and often unfounded reports the better he will get on himself. A good rule to follow is do not be the means of spreading anything that will tend to injure the credit or standing of your competitor. It may some day have a boomerang effect. Stray reports are very much like chickens—they have the instinctive characteristic of coming home to roost. As Schiller says : "the truly excellent character is made up of strictness towards others."

What does strictness toward oneself mean ? It means that frankness directness and honesty pay. A traveler calls on you. You are tied up with another house, you do not like his goods, the last wares were not up to the mark or you think that you can do better elsewhere. Do you tell him so ? Oh, no, you say that would be folly. It would be poor policy, short-sighted or unwise. Would it ? Do not be too sure of your footing when you assume this attitude. You seek refuge behind generalities that trade is bad, that you are stocked up to the limit in his line, that you are going out of that class of goods, that you are very busy now, or that you will give him an order the next time. If you have some fault to find with him or his goods tell him so freely and fearlessly. No sensible man resents criticism or remonstrance if it is given without malice, in a spirit of fair play and in accordance with the facts. If a kick is justified—and not made on general principles or force of habit—it will receive attention. Don't resort to all the miserable subterfuges or excuses possible when you know that you need goods or are not going out of a certain line. If you would prefer to buy from another man or another house, why not tell the representative who calls. You have not the backbone, the virility or the fortitude. The hardest word in the English language to pronounce and stick to its meaning is "No." That is the reason you have so many dollars of useless and worthless accounts on your books at the present day. You cannot tell a customer the same thing in a general all round manner as you do a traveler. You cannot so misrepresent your attitude or position, as those around you every day know differently: therefore, you grant credit. It is the thin edge of the wedge, and now the rift of bad debts is large enough to sink the whole barque. What you lacked was a little plain speech ability. Remember frank, honest statements need not be discourteous or even crisp.

Regular Day for Travelers.

There is a dry goods merchant in St. Thomas who sees any and every traveler at an appointed hour each day. He does not seek to dodge them, to slip out of the back door, tell them to call around in the afternoon and then conveniently be out, that he will give them an order next time and so forth. He is straightforward and direct in all his relations and dealings with them. At a certain time he will meet all on hand and look at samples. To No. 1 he will say, "No, I do not want anything in your line. Your house did not live up to its agreement last time and I do not intend to deal with you any more." To No. 2 he will remark, "Your goods were not up to sample last time or they were not shipped when promised and I will not do anything with you this time. Good-day, sir." To No. 3 the statement may be made. "I can do better with a house in Hamilton than I can with your firm and their wares are not only, in my opinion, better in quality and weave, but they take with my customers better. I intend sticking by the concern whose products give me every satisfaction." To No. 4 he will add : "All right, I will take a couple of dozen of those on the same terms as last time. I find they are up to the mark and they please the public." To No. 5 he will observe : "You may send me so many yards. I will give your goods a trial. I have never carried them, but I am willing to take a chance to see what they amount to." All useless discussion and faultfinding

are eliminated and the man's "no" or "yes" means something. He says exactly what he means and means precisely what he says. While pointed and attentive, he wastes no words. He will listen to any reasonable explanation, but no suavity, jollying or persuasiveness will change his attitude once his mind is made up. He knows pretty nearly what he wants and has the faculty of decisiveness. The most difficult individual to sell to is the one who does not know what he wants, has no definite idea and cannot make up his mind.

Some years ago a member of the Dominion Parliament was elected to represent a certain city constituency when there was a change of government at Ottawa. Naturally the new member was besieged on all sides for positions by office seekers. He grew tired of the incessant pestering to which he was subjected and to nearly all that called he would tell them straight off the bat that he could do nothing. He would not hold out a single false promise or plea that he might do something. If he said "no" he meant it. He perhaps was a little blunt at times, but his brusqueness was one of manliness and honesty. If he informed an applicant that he thought he could do something for him, the applicant could rely on this assurance. If the M. P. said, "No, all the jobs in that department are filled and I have others on my list whom I think have better claims than you," he probably lost the vote of the fellow at the next election. Now after many years the plain-speaking representative is looked upon as one of the best friends that the city and citizens ever had. He did not get the nomination of his party next time because they said he was too abrupt in manner and speech. A suave, smooth, plausible lawyer secured it the next term and was elected. He could not say "no" directly to anybody, and he kept hundreds in suspense about what he was going to do for them. He really did nothing and the applicants, growing tired of his indefiniteness and equivocation, turned him out. The party next sought the man, who had lacked tact and diplomacy so they said a few years ago, but he would not have anything to do with the proposal to be a candidate again. The election was lost to political opponents. To-day the former blunt and straightforward ex-M. P. is regarded as one of the best representatives that ever sat as the champion of the people in the legislative chamber. He was not appreciated at the time but he is spoken of now as a rare example of an honest man and is regarded with more favor and honor than if he held a cabinet position. The man who sticks to his word, who will not quibble, hold out false hopes and promises may be down to-day, but in the end, whether he is in business, politics, trade or commerce, he wins the most lasting gratitude. The fellow, who trims his sails to catch every passing breeze of approval, who cannot refuse anything for fear of giving offence and who resorts to all sorts of evasions and shifting to escape responsibility, condemnation or criticism, in the end is looked upon as a jelly fish or a willow. His place is not one of commanding respect or implicit confidence. He is not that strong type who earns enduring favor and lasting gratitude.

The man who is of the most value in any calling or community is the one who knows the advisability of adopting firm attitude and changing not until he has a good reason or sees new light. He is a man who, if he makes a mistake, is not afraid to own up to it or offers an apology if necessary. You always know where to find some men. They are the solid, progressive and independent members of any town or city. They are worth more to the stability and public spirit of a place than any other factor. The ship that is always slipping from her moorings is apt to drift on the rocks and the rudder that permits the boat to veer from her path, in time of stress or storm, causes disaster.

One of the best safeguards and equipments that the man in business can have is a mind of his own, an ability to say "no," the courage to stand a little criticism and to pursue a course that he has outlined. This truth may be old and homely in its application, but ask any traveler whom he would rather do business with—the man who speaks out and tells what he thinks or the one who goes around the corner, says one thing, then comes back and says something else. Honesty is a broader term than simply meeting your obligation promptly and fully. It includes the wider interpretation of being honest with yourself, your opponents, your employes, your convictions and your speech.

HUGE CANADIAN CEMENT MERGER.

Montreal, July 29.—Plans have been completed for the amalgamation of all the cement manufacturing companies in Canada into the Canadian Consolidated Cement Co. The new concern is to be capitalized at $25,000,000, and application for a charter has been made at Ottawa. The organization of this huge concern is in the hands of Rodolphe Forget, M.P.

The Consolidated Co. will control two-thirds of the existing Canadian mills, eight of which are included in the merger. J. S. Irving, of the International Cement Co., is said to be the moving spirit in bringing about the consolidation. Some of the other leading men interested are Sir Sanford Fleming, Senator W. C. Edwards, C. H. Cahan and W. M. Aiken.

ELEVATE PAINT STANDARD.

There are sections of New England, says the Paint, Oil and Drug Review, where the house-painting habit is particularly noticeable. Along the coast of Main it is customary to paint many of the houses every year, according to the old fashion—white house with green blinds. The salt air is very trying on paint, and perhaps for this reason, as well as from the fact that many of the coast residents are old sailors, the annual painting is regarded as important as the yearly or half yearly "house cleaning."

This is in marked contrast to some other parts of the country where painting is the exception rather than the rule. In such communities it will be necessary to inculcate the habit of painting before the residents will generally decorate and protect their property. The dealer can become a power for good in this respect if he will push the sale of paint in his locality. Half a dozen dealers in one county all pushing paint and urging property owners to "paint up" can revolutionize public sentiment. They can elevate the paint standard so high that it will be a badge of dishonor for any property owner to allow his house to look shabby. The dealer is a missionary in this respect—a preacher of the virtues of good paint. Keep up the good work.

DISPLAYING REVOLVERS.

Toronto, July 19.—Wm. G. Greenwood, with the Samuel Hill Hardware Co., recently got up a simple stand for displaying revolvers, as shown in the accompanying illustration. It is made of No. 6 coppered market wire, a bench vise with a 4-in. jaw, a hammer, a little wrought iron finish, dead-black, and some 3-16-in. rubber tubing. This form of stand is suitable for pistols and revolvers having barrels. For the automatic pistols a stand with the same materials but in a little different shape, was utilized. The rubber tubing is to protect the barrels, The proper display is for the fire arms to be shown tilting slightly downward instead of level, as shown. The display stands can be bent to whatever shape is desired.

Revolver Display Stand.

STANDARD IDEAL PLANT SOLD.

The Standard Ideal Co.'s plant at Port Hope has been purchased by H. T. Bush and A. D. McArthur, the former the general manager of the company, and the latter the Ontario sales manager with headquarters at Toronto. The controlling interest of the stock had been held in Cleveland.

The directors of the Standard Sanitary Mfg. Co., Pittsburgh, Pa., made a couple of trips to Port Hope to inspect the plant with the possibility of purchasing for a Canadian factory, but Mr. McArthur stated that Mr. Bush and himself had bought the plant. This means that the personnel directing the old company's affairs has not been changed and that the business will be continued as in the past.

HARDWARE AND METAL

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PREPARE FOR FALL BUSINESS.

Aggressive hardware dealers should know by this time of the year where they can sell several stoves and ranges for next fall and winter. It is not by any means too early to begin looking up prospects for this business.

The hardwareman should always have an eye out for prospective business. It is not enough to make each day's sales pile up into good sized figures. While taking care of the present as best he can he should plan for the future trade.

Some time during the next month or so the hardware dealer should send out circular letters to his customers urging them to consider his line when the time for buying comes. Of course no one really thinks seriously about buying stoves when the weather is still warm, but your letter, if accompanied by advertising matter, will leave its impression and you may be thought of when buying time has arrived.

Keep tab on prospective stove purchasers. If you think certain of the people of your locality will be in the market for stoves or ranges this fall do not neglect them. Send them advertising matter occasionally. Interview them, yourself, or have one of your clerks do so.

A good plan is for the dealer to take a drive through the country, or send one of his clerks. Interview your farmer customers in their own farm houses. Get to the farmer before he begins to consult his mail order catalog for stove prices. A little aggressiveness of this kind on the part of the dealer will be repaid many times in the additional business it will bring to the store. Try it.

HOLIDAYS FOR CLERKS.

Give clerks their holidays. It will pay to do this, even on the principle that it pays to take care of a machine. Holidays certainly tend to improve the efficiency of a clerk. The better the health the better the efficiency of the average man, and holidays tend to improve the health.

Every clerk is perhaps not worth being given a holiday, but clerks that are not worth being given a holiday are not worth keeping in the store.

A well spent holiday makes a healthier, brighter, and more efficient all round man behind the counter.

If you have not already tried this do it now.

LEARN DETAILS OF BUSINESS.

The young man who hopes to have charge of a business some day, should never lose sight of the fact that it pays to learn every detail of the business. Every day some little thing comes up, though a mere incident and possibly passed over without digging down to the bottom of it, should be treated differently by the young man who would make a success of life.

Never allow these little details to pass without making yourself thoroughly familiar with them, for they are business lessons, and the more of them absorbed while working for another, the fewer of them will be stumbliog-blocks when it comes time to manage the business yourself.

When the time comes, if you have the experience, you can give a word or two of instruction and be sure things will be carried out right, and those in our employ will have more confidence in you, while the opposite effect will be created if you are compelled to admit that you know nothing about it, and depend upon some one else to dig out the particulars, or if you give instructions which prove that you are not acquainted with the subject in hand. Get every detail. It belongs with the business.

FIRES AND FAILURES.

The fire losses in the United States and Canada for the first six months of the year were over $21,500,000 less than for the same period last year.

The opinion obtains among insurance men that fire losses are always heavier during hard times, than when trade is in its normal condition.

The inference is that when business is inactive incendiarism is active. This inference may not be based on fact. But whether or not the fire records of the past six months can be taken as evidence that trade is healthier than it was a year ago, other indications such as clearing house returns, railway earnings and fewer commercial failures place the question beyond dispute.

A BAD PRACTICE.

Cutting prices in order to secure customers is not business building. It is business destroying. To think that by this method a strong and healthy business can be built is about as wise as to cut a length from the top of a blanket and add it to the bottom with the hope of making it longer.

To build up a strong business, strong methods must be employed. The details of the business must be mastered, the goods handled must have merit, the price at which they are sold must yield a fair profit, window displays and advertising must receive attention, and to cap it all, the business man must have personality. And personality is founded on character.

Honesty towards one's self is important, as well as honesty towards one's customer. He who cuts prices in order to build up a business is not honest towards himself.

STAPLE GOODS VS. SPECIALTIES.

Many hardware dealers who are doing a fairly successful business, consisting mostly in staple goods, do not fully appreciate the largely increased profits made possible by the intelligent handling of specialties and side lines. The selling of staple goods is, of course, an essential part of the hardwareman's business, and one which should by no means be neglected. But without slighting in any way the staple lines, the enterprising dealer can push the sale of special goods in a way which will bring a very large percentage of returns on the time and money expended.

The handling of ready-mixed paints is one of the most satisfactory of these special lines—provided, of course, that the brand of paints which the dealer handles is one that he can consistently recommend to his customers, and which can be depended upon to give them good service.

A paint salesman told of in Hardware, New York, recently entered a large hardware store in New Jersey and witnessed the transaction of a customer buying a pound of nails. The customer at first was undecided as to what sized nail he desired, and after having the proprietor open four or five bins, he selected a certain size of which he wanted "about one pound." The dealer then proceeded to pick up a handful and carry it to the scale to weigh out one pound, and, having a few left over, returned to the bin and put them back. He then went back to the counter and spent some more time in wrapping and tying the package. This entire transaction occupied about twenty minutes of the store dealer's time.

The salesman, being a bright young man, seized his opportunity and pro-

ceeded to point out to the dealer the length of time consumed in the transaction of such a sale on which the profit was so small. The salesman also offered to remain in the store until a purchaser of paint entered, to make clear to the hardware dealer the large profits that could be made by proper attention to the sale of ready-mixed paint. Fortunately, the salesman did not wait long before a customer for paint entered, and the salesman did the selling. Inquiry was made of the buyer as to the probable shade of paint desired, and the salesman opened up his color card, with the result that a selection was made in a very short time.

The salesman then proceeded to take the paint from the dealer's stock, and after making a sale of ten gallons, which occupied possibly four or five minutes, the dealer was convinced that he had been neglecting a proposition which should have yielded him many, many dollars each week.

A profit of nearly 35 per cent. can be made on a good mixed-paint proposition, and a growing trade can be secured provided the article has merit and is produced by a reputable manufacturer whose statements can all be substantiated. Much can be accomplished by the dealer if he will only talk paint intelligently, and even more if he will supplement the manufacturer's advertising by a well-planned campaign of his own.

WHY TRADE PAPERS SHOULD BE READ.

Frequently the cry is heard from members of the retail trade that they haven't time to read their trade paper. Why this is the case is rather difficult to understand, when it has been proven time after time that merchants have saved money and have increased their business from the pointers and information they have received from their trade paper. This has been admitted by scores whose unsolicited declarations as to the value of the trade press cannot be belittled.

It is a fact that many retail merchants have not yet learned how to read their trade paper. Possibly this may be because they are not apprised of its object.

That object is the laying before the trade of all information concerning events which are of vital interest to that trade, business or profession to which the subscribers of a trade paper belong. Many subscribers to such a paper see an item concerning the predicted failure of a manufacturer of some product. Now the average article manufactured depends upon advertising for its success. If a firm is about to fail and has not the money with which to carry on an advertising campaign, it's a pretty sure thing that the product manufactured by that firm is going to have a rough road. It's advertising that is the life of trade to-day. So, if an item tells of troublesome times for a firm, and the chances seem to be that this firm will go out of business, you don't want to carry an extra large stock of such a firm's goods.

Legislation affecting a particular trade is another item which should be closely watched by all its members. The news columns have often occasion to point out the exact nature of some law that is about to go into effect. The daily press seldom sees the reason why it should go into particulars. The trade is warned and as a result trouble is oftimes escaped. These are but a few reasons why the trade paper should be read.

The subscriber to the trade paper should read it and read every news item and advertisement contained between its covers. They should not be read in haste, as there is not an article in it which does not have some significance for the merchant and his clerks. The valuable trade papers are worth several times more each issue than the price paid for fifty-two.

SYSTEM IN THE STORE.

There was never a business that amounted to anything that was not operated on the basis of system. System is the helm by which the course of every man's business is steered and the better the system the farther away the barque keeps from the storm-zone. It is just as necessary to the success of the small merchant as the large one. And yet how often does the former excuse his lack of system in organization on the ground that his trade is not extensive enough to warrant exacting business methods, says the Michigan Tradesman.

This brings to mind the old story of the merchant who, although possessing two windows to his store, neglected to use one as a means of display on the ground that the extent of his trade did not demand it. Needless to say, his trade never did.

Carelessness is an insidious foe that is always threatening a business man. It creeps into his books, into the disposal of his stock, into his salesmanship, into the very heart of his business, until one day he finds that the vitality of his enterprise has been sapped, his possibilities of growth ruined and his very existence threatened.

System is the only means whereby this evil of carelessness can be combated and killed. System in the stock, in the books, in the selling force of the store, in the receipt and delivery of goods; in fact, system everywhere and nothing but system, and then, and only then, is the business man safe.

It is naturally impossible for the merchant just starting in business, or for the man who has gradually drifted into slack methods of organization, to institute at once a system on the lines laid down by specialists. In the one case there is a lack of experience and probably of knowledge as to the best methods to be adopted, in the other confirmed habits of carelessness and a consequent reluctance to put the house in order to be overcome. Besides, system is not of to-day, or of to-morrow. It is a development of certain fundamental lines, which development can only be brought about by the careful investigation and the business acumen of each individual merchant. Experts can tell him of various plans that have been adopted and found successful, and can give him for guidance primary rules that are the foundation of all systems. But it is for the merchant himself to evolve the particular lines upon which his system shall be built up, so that from it he can secure the best advantages.

He can take, for instance, his delivery of goods. Here probably he has had no system at all. Let him try to evolve a record book that will enable him to keep track of all goods delivered, whether they were paid for in the store, paid for on delivery, or credited. When the merchant is satisfied that he has brought about some system in this direction which will stand by itself, then he can tackle another branch of his concern.

In this gradual way the introduction of system as applied to the whole organization can be brought about with the least amount of trouble, while the process will not appear half so complicated an ordeal. Once some degree of order has been evolved out of chaos, the merchant will perceive the undisguised blessing of system, and will not rest content until he has established a complete method. The great thing is to make a start, and the rest is not only easy, but a pleasure. No merchant should be deterred by the apparent difficulties of introducing system. It is never too late, never too early, for a merchant to set his house in order, for he is face to face with the inevitable fact that a business nowadays to be successful, must be conducted with system.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MONTREAL.

Montreal.

Canada Plates—Galvanized, 52 and 60 10c and 20c advance respectively.

Turpentine—Advance of 1c.

Turpentine—Up 5c.

MARKETS IN BRIEF.

July 30.—Trading during the week has manifested good strength, and jobbers are satisfied with the orders, especially as this is somewhat a dull time of the year. With the exception of 52 and 60 sheet galvanized ordinary Canada plate there has been no change in jobbing quotations. Tin remains at 32½c, quiet in tone with fair quantity going out and inquiries somewhat stronger in character. Copper is still shaded in price and so long as the primary markets remain weak will continue the same. Spelter is firm and unchanged with an active demand.

As was anticipated last week 52 and 60 sheet galvanized Canada plate has been advanced 10c and 20c respectively making the price $4.35 and $4.60. This is the result of the shortage here due to heavy orders from western stamping concerns, and no new stock is yet to hand.

The collapse of the Galvanized Iron Association in the Old Country has aroused a great deal of interest. With the market iopen prices have been cut across the Atlantic, and it was thought that probably a relative decline would occur in the local market. But this has not been the case as yet. Jobbers are holding heavy stocks bought at old prices, and there seems to be no intention of making any reduction. It would take some six or eight weeks to get new sheets at cut figures, and in the meantime the association may fix up again.

Apart from these features the market is quiet, but firm in tone. There is no paucity of orders for immediate requirements. Booking ahead is still on the light side, and there is no hurry to place contracts for fall business. Jobbers' stocks are in good shape, and first hands are somewhat quiet in consequence.

PIG IRON—No special feature of interest characterises the market at present. Canadian furnaces are reported active, with a fair amount of orders in view, and inquiries showing a tendency to look further ahead. High grade Canadian ore is quoted at around $19.50, Montreal, inferior grades selling at $2 less. There is a fair inquiry for imported iron especially for Scotch brands probably in view of the threatened coal strike and higher prices. There is a steady demand for Middlesboro, and we continue to quote: Imported pig, Clarence, $16.75 to $17; Middlesboro, No. 3, $16.50 to $16.75; Summerlee, No. 1, $19.75; No. 2, $18.75 to $19.25; Carron, Eo. 1, $19.75; Carron, soft, $18.50. The tone of the market generally is strong, the conditions across the border having a firming influence. U. S. pig iron prices are being held firmly with plenty of orders. New business in steel products is confined to small orders, but they are coming in freely, showing that consumption is unaffected by the advances in prices that are made at intervals.

TIN—The jobbing price of tin is unaffected this week, and we continue to quote 32½ for ordinary lots. The in being taking in the situation. Primary London markets prevents much interest qeing taken in the situation. Primary figures show a decline again, probably in view of the Banca sale. Consumption is reported quiet, with users generally not over-interested in the market.

COPPER—The situation is unchanged this week, 14½c being quoted for ordinary jobbing lots, and lower figures for fair sized orders. Trade has been very steady, and there is an evident disposition to buy more heavily if the primary markets would only strengthen. Copper has held in New York, but it has again sagged in London. Reports as to large buying both in New York and London influenced the market at the commencement of the week, but London figures fell away afterwards showing that these reports were either fictitious, or that the buying encouraged the unloading of part of the huge stocks held in Edrope.

SPELTER—Spelter is held firmly at $5.75 with a good steady demand. The situation in the primary markets is practically unchanged. The Old Country market is held firmly by the Convention, and 21 pounds, 17 shillings and sixpence has been the prevailing price for some days. The St. Louis market is not so strong as it was, but the price is still well above the $5 mark.

LEAD—Lead is unchanged at $3.50 for imported, with Trail at about 10c less. The demand is fair, but little interest is taken in the market owing to the state of the English situation. Higher figures are showing in London, and there is one point in favor of lead and that is that stocks, although heavy, show a diminishing strength as compared with the same time last year.

CANADA PLATES—Owing to the local shortage in 52 and 60 sheets galvanized ordinary Canada plate prices have been advanced from $4.25 and $4.40 to $4.35 and $4.60 respectively. The shortage is not expected to be of long duration as makers are reported to have good supplies. The open market in English galvanized sheets, with consequent cutting of prices, has not affected prices here, and it is not anticipated that it will do so for some time at any rate. Stocks in jobbers hands are heavy, and there is no disposition to cut on these. A steady demand exists, and prospects for good fall trade look very favorable.

TORONTO.

July 30.—The metal business has entered iupon an era of substantial improvement. From all over the American continent come reports of an increasing volume of trade. Iron lines particularly show a gratifying strenthening of position. Locally there have been some splendid sales of pig iron and stocks are low.

In the United States the advances noted since the beginning of May have greatly helped matters, and buying of stock for future use is now the order of the day. The railroads are in the field for large quantities of rails, bridge steel and steel cars; and the building trades are calling for immense quantities of structural steel. All this is reflected on Canadian trade.

There is this difference, however, the quickening impulse was felt here before it was noticed to an appreciable extent across the border. Prices keep climbing on the other side of the line, but beyond a tightening up of the market no changes have taken place in this section. The local situation is good at present and looks promising for the remainder of the year.

PIG IRON—Stocks are low. Since the beginning of July sales have taken up nearly all available pig iron. Orders received repeatedly called for large quantities. There is great strength to the market and an entire absence of cutting. Prices are unchanged from last week, though much firmer. No. 2 Canadian foundry is $19.25; No. 3 Middlesbro, $19.50; and Cleveland, $20. The future looks bright.

COPPER—Locally the red metal is unchanged in price and is active. In the U. S. the industries using copper are buying immense quantities. One electrical firm recently bought 30,000,000 pounds. This has brightened the hopes of holders, as the difference between production and consumption is lessening all the time. Casting ingots are 14c and lake ingots 14¼c.

TIN—Firm and very active, good business being done this week. The hopeful aspect of the metal market has greatly helped the tin situation, and while prices have not advanced above 39½c the market is firm.

LEAD—This metal has firmed up abroad with business active, but locally there is not much change. Some trading has been done at the low figures now ruling, but beyond the prospect of a reflection of the good sales abroad the situation about here remains unchanged. Imported pig is $3.60 and domestic 10c less.

SPELTER—Very active and firm has spelter grown during the past ten days. The quotation remains at $5.75, but some rumors of advanced prices in foreign markets has made the metal stiff here.

SHEETS AND PLATES—Big business is being done in both sheets and plates at unchanged quotations. In the U. S. both lines have advanced in price. So far, these higher figures have not affected Ontario sales.

OLD MATERIALS—All old metals have felt a renewal of activity during the past few days, and dealers report some fine sales. They are paying for all old lines as follows: heavy copper wire, 11¼c; light copper bottoms, 10c; heavy red brass, 10½c; heavy yellow brass, 8¾c light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3½c; No. 1 wrought iron, $10; machinery cast scrap, No. 1, $14; stove plate, $12; malleable and steel, $8; old rubbers, 7¾c.

W. A. Gay, who was recently on the subscription staff of the MacLean Publishing Co., in British Columbia, is no longer authorized to transact any business for that company.

HARDWARE MARKETS

MONTREAL.

July 30.—Steady business continues to be done of a sorting-up character. The mid-summer dullness is not so apparent as in former years, and this is due no doubt to the fact that dealers, having bought from hand to mouth all through the year, are still with light stocks, and wanting goods. Bookings for fall lines are still on the light side. Axes, cross cut saws, lanterns, and cow ties are moving, but the general volume is light. Shelf hardware is still moving much better than the heavy lines, although there is a decided improvement in the latter.

As we anticipated last week American lines of builders' hardware have been advanced between 10 and 12½ per cent., and this has been followed by a similar advance in many Canadian makes. Discounts have not been changed, but this is also expected. Deliveries are hard to get in many cases. Harvest tools are still moving well, while there is a good movement in bolts, nuts and screws.

Generally speaking trade is very satisfactory. Prices are showing firmness, while as time goes on, although bookings show no great improvement, a booming fall business seems more assured.

BUILDERS' HARDWARE—This line continues to be one of the best sellers of the year. It is apparent that dealers are more than ever alive to the value of a good stock, and to the extent of the consuming field if the lines are pushed properly. There has been so steady a call on many lines that delivery is extremely hard to obtain from the makers, and if the fall business pans out as it now promises, conditions will not improve. As we anticipated last week, American makers have advanced their prices on lock sets, etc., 10 to 12½ per cent.. and Canadian makers have followed suit on the cheaper lines of lock sets. Discounts have not yet been altered.

HARVEST TOOLS—Harvest tools are still moving well, orders being rushed through to make up stocks. Prices hold firm. We continue to quote: Hay fork pulleys, $1.60 to $8.50 a dozen; hay carriers, $3.50 and up; harpoon forks, $1.25 and up; hay rakes, etc., 55 off.

SUMMER LINES—The slackness usually noticed in many lines at this time is not apparent as stocks are so light that dealers find it necessary to sort up constantly. Household lines are in steady demand especially from outside points. Enamelware is in very good demand from the North-west. Preserving utensils such as maslin kettles, fruit presses, parers, jars, etc., are also selling well. Hammocks, swings, and other similar lines are in request, but in lesser volume.

MINERS' SUPPLIES—Steady business has been done, and on the whole orders seem to have improved somewhat in volume. We continue to quote: Miners' picks 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS—Good business has been done, and orders keep up well not only in volume but in bulk. The consuming demand has been such, however, that many dealers will not have over abundant stocks to face the fall unless more stocking up is done. We quote: Discounts on carriage bolts, ⅝ and smaller, 70; machine bolts, ⅝ and less 60, 10 and 10; coach screws 75; stove bolts 80 and 7½.

SCREWS—There is no special feature in regard to screws. Popular sizes are still moving steadily at unchanged prices: 85 and 10 off for flat and round head, bright; 75 and 10 off for flat head brass, and 70 and 10 for round head, brass.

SPORTING GOODS—Taking things altogether fall bookings for sporting lines are disappointing. Guns and ammunition are moving slowly, but there is little call for revolvers, knives, and other articles. Sorting up orders in baseball and lacrosse goods are still being received. There is a good call for camping out supplies, such as tents, lanterns, and camp enamelware.

WIRE—Owing to a very heavy demand wire prices in the States have been advanced $2 a ton. The wire plants of the U. S. Steel Corporation are now working at 92 per cent. capacity, which has not happened since 1907. This gives some idea of the heavy consumption that is now going on. Jobbing prices locally have not yet been altered, and we still quote: Barb wire, car lots and mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots f.o.b., Montreal. Coiled spring fencing, $2.30; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.25 base. Other lines $2.30 f.o.b., Montreal.

TORONTO.

July 30.—Letter orders are the feature of the situation this week, most of the travelers being away for a two-weeks' vacation. Shelf goods in repeat and sorting-up orders have the call, though late harvest tools and builders' hardware are still strong.

Wire prices are firmer due to the advances in the U. S., but higher prices have not been made and are not anticipated in the near future here. The American manufacturers of some cheaper lines of door sets, locks, pulls, padlocks, etc., have withdrawn their lists preparatory to an advance, and Canadian manufacturers have during the week run up the price above the old "cutting" figures.

HARVEST TOOLS—Good demand still exists for late tools, and a number of fair orders have been received for haying forks, cradles, carriers, etc. Harvesting is expected to begin in the west about August 15, and next month, too, will see much work done on Ontario farms. All kinds of farm tools and implements have sold well this season, and judging from present crop prospects the farmers are expected to want pretty nearly everything the hardwareman has in stock for garnering the crop.

BUILDERS' HARDWARE—Brisk demand still exists for city business in this line. The county trade has become a little quiet. Canadian prices on some cheap metal door sets have advanced from around $3.00 to about $3.40. American manufacturers of similar lines have withdrawn their lists, but a general advance is expected.

HOUSEHOLD GOODS—Orders were somewhat quiet this week, demands asking for small lots. The preserving season has given some life to kettles, sealers, and other articles of that class. The holiday season has evidently kept big buyers out of the market for a time.

HEAVY GOODS—The demand for all kinds of nails is great. Screws, too, are active. Bar iron and pipe, bolts and nuts have much improved in sales over six weeks ago. In wire the market shows a firmer tone due to advances in the U. S. So far these higher quotations have not changed the figures here, barb being still at $2.50 and twist at $2.80. There is no saying what the future holds forth, though no price changes are expected in the very near future.

SPORTING GOODS—Guns and ammunition are beginning to move in better quantities. Some good booking was done earlier in the season and these are being prepared for shipment, and as well a number of first-class sales have been made within the week. Lacrosse and baseball supplies are the best selling outdoor sporting articles.

U. S. METAL MARKETS.

New York, July 29.—The Iron Age says:—The pig iron markets are strong throughout the whole country, but it has been chiefly in the East that there has been activity. Steelmakers in eastern Pennsylvania have been purchasing additional quantities. Four of the plants took in all 44 000 tons, one of them buying 9,000 tons, two 10,000 tons each and one 15,000 tons, some of it for prompt delivery. Apparently the requirements for this year are not yet statisfied, and it is probable that one large steel interest may need some basic iron for an eastern plant. A number of the eastern Pennsylvania steelmakers have come forward with inquiries for the first quarter of 1910, on which sellers ask considerably higher prices. No business has yet been done.

Prices on foundry iron are higher, but outside of the tidewater markets, New England and the Buffalo District, little has been done. The southern Ohio furnaces have advanced their price to the basis of $15, Ironton. Alabama producers are holding firmly at $12.50 to $13, but do not appear to have done any business of consequence. Steel billets are higher in all the markets, and a fair amount of business has been done. A shortage has developed in the Chicago District but relief is expected next month through the starting of the Gary mill.

The leading interest will probably announce an advance of prices in one line of finished products early next week. This is likely to be quickly followed by advances in steel bars, shapes and plates on which the principal independent manufacturers have been quoting a higher basis for some time.

Sheets are in a much better position than they have been for some time past. The cutting of prices has almost entirely disappeared.

Buyers of copper are still maintaining their reserve. Reports of sales of some magnitude cannot be traced to any reliable source. Excessive production dominates all the markets, all the assertions of speculaters to the contrary notwithstanding.

U. S. IRON TRADE.

Cleveland, O., July 30.—The Iron Trade Review says: Labor disputes, which appear to be spreading, are engrossing the serious attention of the iron and steel industry in a situation which otherwise is almost uniformly favorable. The strike of the Amalgamated Association of Iron, Steel and Tin Workers, against the American Sheet & Tin Plate Co., has been extended to the finishing departments in the tin plate mills and some plants other than those where the rolling mill employes originally went out have been affected. The sheet mills of the country are little involved and their operations are being gradually increased. The sheet department of the Youngstown Sheet & Tube Co. has been struck by the Amalgamated Association for the open shop declaration of the company. Bar iron manufacturers generally are refusing to sign the puddling scales of the Sons of Vulcan, which are 25 per cent. in advance of those of the Amalgamated Association on a 1-cent bar card. The plant of the Pressed Steel Car Co., at McKee's Rocks, Pa., is facing a strike condition and serious trouble has resulted. The Republic Iron & Steel Co., having signed the annual boiling and finishing agreement with the Amalgamated Association, resumed this week in its different plants which had been idle since July 1.

The movement of finished lines of iron and steel to consumers is very heavy. The steel car orders of the leading interests which recently reached the largest total in three years, are running at an increased gait in July. Entries on sheet mill books have maintained a normal daily tonnage for the past six weeks. Comparisons by some large companies of the present month to date with July of one year ago show a gain of about 150 per cent. Leading railroad systems report fully a normal tonnage in steel products is now being handled by them. Especially large shipments of wire products have been made.

CHANGING IRON INTO STEEL.

Martin S. Kolman, who controls the newly-discovered process of converting finished iron into steel, is in London. He gave a correspondent some interesting details of the new process and its possibilities. "As an instance of what we can do," he said, "we can take a heavy chain and give one end of it a thin coating of steel, thin as an eggshell. To the other end we will give a coat of half an inch or an inch in thickness, while the centre will be converted into solid steel. We will work it any way you like, We can work up a fine razor blade out of iron, shaping and grinding it to the required form, and after this is all done we put the blade through our steeling process and convert it into the hardest kind. Steel blades produced in this way are equal in every respect to the finest Sheffield makes. I firmly believe our process will revolutionize the whole steel business. Big furnace methods will be entirely superseded. I have tested the method in every possible way, and noted European experts have done the same thing, and always with the most gratifying results.

"The method is quite simple. Iron is simply treated with a chemical composition, being subjected to heat at the same time. The chemical fumes have a peculiar property, converting iron into steel and tempering it to wonderful hardness. The best steel is tempered to sixty-three points. We can quite easily temper our steel to 243 points. This is almost unbelievable, I admit, yet it is quite true. It is extremely likely that the English rights to our process will be sold to Vickers, Son & Maxim, and other big firms of similar character are negotiating for the rights in other countries."

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Washing Machines.—J. H. Connor & Son, manufacturers of washing machines and clothes wringers, Ottawa, have issued a 1909 catalogue to the trade, drawing attention to the lines made by them. In an introductory note the firm mention the fact that they are retaining only the most approved paterns and best sellers. For the sake of variety a number of hand and motor machines are made. A washer, which appears to particularly strike one, is the "Winner Rotary," operated by a hand-wheel. The main shaft of this machine runs on roller bearings, making its working quite easy. Inside the tub is corrugated, forming the washboard on which the clothes are rubbed. The machine is constructed of first quality white pine and its finish makes an attractive appearance. A number of wringers are also described in this catalogue, as well as repair parts of washing machines.

The ideal man only exists in the mind of the woman who has never married.

KITCHEN VENTILATING SYSTEMS.

The Cleveland Inspection Bureau has issued the following, dealing with the requirements for construction and installation of ventilating systems, and setting of ranges for hotels, club houses, and restaurant kitchens:—

"The number of fires in hotels, club houses and restaurants, due to poorly constructed kitchen ventilating systems and defective setting of cooking ranges, has caused this bureau to make some little investigation during the past year. We believe we are assured in stating that at least three-fourths of the ventilating systems in kitchens of hotels, restaurants and large club houses throughout the country are defective and have at one time or other suffered by fire. Our investigation shows these defects to exist almost generally, and are of such an alarming nature as to warrant us, we believe, in inviting our subscribers' especial attention to the subject. The requirements enclosed herewith have been drawn up after a most careful investigation, and will hereafter be insisted upon in this city, even to the point of requiring immediate changes in many existing risks. The hazards connected with these ventilating systems in particular, are numerous, and features to be considered are as follows:—

"The ducts should be constructed of proper gauge metal, so substantially built that they may burn out without damage to the building or building's contents. (The only manner in which to remove the grease and gum is to permit the ducts to burn out.)

"A ventilating system of this nature should in no manner have connection with other house ventilating systems (as is often found). It is important that this be a separate system.

"Ducts should not be constructed to stacks, chimneys, or flues used for other purposes.

"The ducts must be large enough to promptly and adequately take care of vapors and fumes, this to be governed by area of kitchen and change of air required therein per minute.

"The range hood and shields should be properly constructed, and should be large enough to collect all greasy vapors.

"Fans and power apparatus, in connection with the system, should be located in an absolutely fire-proof enclosure and have proper outside ventilation.

"The setting of ranges is also very important, and is covered by the accompanying requirements.

"These defects are so common everywhere that we believe, the general hazard is worthy of especial attention and a general improvement. These systems will all eventually burn out, and where defective, as they nearly all are, damage to the building and contents generally results."

The under dog isn't entitled to sympathy if he starts the fight.

Writing the Show Card.

By Geo. E. Bradford.

Ornaments, as a general rule, serve to detract from the effect of a well-worded window card. They should never be used in the attempt to embellish the work unless the workman is an adept in handling the brush and is well grounded in decorative principles. Simplicity and neatness is far more valuable, and contains every essential necessary for the making of a good advertisement.

Advertising of any nature, whether it is a window card, newspaper ad, or billboard, does not depend upon any qualities to make it effective other than directness and wording which is attractive. Plain white cardboard and good black ink or paint will pull just as much as a fancy card, provided the work is neatly done. One beauty about the latter is the fact that it is appropriate to almost any window display, while a fancy card and a poor window display is an incongruity which reflects upon the good taste of the firm.

WASH DAY SUPPLIES

We sell everything but the soap and water. If you don't see what you need on Laundry Day ask for it.

A good form is to select light tints of cardboard which are appropriate to the season or balance of window decorations, and dark shades of paint which harmonize therewith, and to write all cards the year around in a uniform style. For instance, in the spring, a light green card and dark green paint; in the summer, heliotrope card and dark purple paint or very light blue card and dark orange or blue paint; in the fall light brown card and dark brown or green paint, or yellow card and dark brown or black paint; and in the winter, pink card and dark red paint would be very comforting to the eye. All cards of a light hue harmonize well with dark paint of the same general shade, with the exception of yellow. Plain white and black look well at all times, while pure white paint on a solid black card makes one of the most conspicuous signs that can be devised.

The holiday season naturally calls for holly decorations in dark green and bright red. The natural holly itself on the card is much better than a poor attempt at imitation, however, and circular signs of white card inclosed in wreaths of holly are very effective. They should be painted either in black or green of the exact shade of the wreath.

As in most stores, the card writing is done by clerks who, though they may have good ideas in regard to lettering and arrangement, are not posted regarding colors, the attempt to use two or more shades of paint on a card will usually result in work which will appeal to the majority of people as in bad taste. Black and bright red, however, offer all an opportunity for tasty illumination, provided the red is kept very much in the minority. One spot or two of bright, warm color placed among a multitude of black letters serves the same purpose as a light brought into a dark room, and one good, bright light is all that is necessary to dispel the darkness in the latter case. Too much red will overbalance the black, and, like the darkey's stove, be "too hot to get near enough to thaw yourself out."

A border consisting of a plain line or lines can be used around the card in most cases, but it should be kept at a uniform distance from the outside edges. Fancy borders are like ornaments—they detract from the reading matter on the card. Of course all this has its exceptions in the case of a card-writer who is well up in the proprieties of his trade (or art, if you wish to call it that). But we are now dealing with the laymen in this article, and many of us are laymen who think we are not. Also, the majority of professional card-writers in the small towns are incapable of what may be termed good taste in the use of ornament and color. A positive dictum laid down for them to follow which has for its foundation well-known and commonly accepted rules among printers and sign writers such as are here contained, will result in work which is uniform, harmonious, and altogether beautiful, while if left entirely to the judgment of the workman it is pretty safe to say that very little will be found to admire in their work. In this, as in everything else which is calculated to have results and show a profit over original cost the firm must adopt a definite policy and see that it is carried out to the letter.

A generous, even amount of blank space between reading matter and border, or edge of card if no border is used, will make the text stand out much more prominently than if it is attempted to crowd something into every available inch of space.

All lettering used should be big enough to be easily read from the outside edge of the sidewalk. Good advertising should be arranged to accommodate the greatest possible number of prospective customers, and a large per cent. of people who have money enough in their pockets to buy your goods are near-sighted. But they did not get their ailment from trying to read poorly-lettered, crowded window cards in small type.

If a head or display line is used on the card it should be larger than the balance of the text, and be allotted a certain amount of blank space surrounding it. Capital letters are the most appropriate.

Words should be spaced to bring the last letter of each full line even at the right-hand side of the card. Ragged edges of full lines should be avoided. The last line of a paragraph can of course be allowed to fall short on the right. But rather than carry over a word of two or three letters, work it into the full line and thus better preserve the squareness of the next.

OUR STORE POLICY.

Money back or goods exchanged if you are not perfectly satisfied.

Do not use periods at the end of display lines unless after an abbreviation. They are worse than unnecessary. Lay out your card roughly but carefully with lead pencil before touching brush to it.

Do not sign the firm name on a display card for use in the window or store. Your name is over the front door. That's enough.

If price cards are used, make them on cardboard of the same color and painted with the same paint used on the window card.

Last and most important, write out the matter to go on the card with great care, in such a way that it will attract and not repel custom.

DEATH OF AARON CHILD.

London, July 27.—Aaron Child, for many years senior member of Aaron Child & Son, hardwaremen, Gravenhurst, died last week at his home in this city. The funeral took place on Saturday last and was largely attended. Of late years, since retiring from business at Gravenhurst, Mr. Child had represented John Taylor & Co., soap manufacturers, Toronto.

Mr. Child is survived by his widow, three sons: Frank A., of Matheson, New Ontario; W. Allan, of Regina, Sask.; Chas. V., formerly with Cluff Bros., Toronto, and now manufacturers' agent for plumbers' supplies at that place, and one daughter, Emma, at home; also three brothers and one sister: Wm. D. and Geo. B., of Toronto and John, of Tottenham, and Mrs. W. J. McQuade, of Owen Sound.

The local dealer has an advantage over an outside dealer in going after business in builders' hardware. He keeps track of the construction work that is likely to be done, and he is able to keep in close touch with the builder and architect. By getting the architect to specify in the plans the line of hardware that he handles he is pretty nearly assured of the job.

Trade Gossip from Canada's Eastern Provinces

Hardware and General Business Brisk at Halifax—Annual Meeting Maritime Wholesale Hardware Association at Digby—New Buildings at Sherbrooke—Canada Paint Co. Give Picnic to Employes.

HALIFAX.

July 24.—The hardware markets are practically without any special feature at the present time. The mid-summer dullness has set in and as a result trade is very quiet. Prices throughout the list are very firm, particularly metals, which have a tendency to go higher. The stocks of haying tools are pretty well cleaned up as the haying season is now at its height. The demand for this line of goods was very brisk this season, and a large quantity were turned over. The briskness of the building trade in Halifax this summer created a heavy demand for builders' supplies, and also for cement. the sales of the latter being very heavy.

The strike in the coal collieries in Cape Breton is having a very adverse effect on business throughout the eastern part of the province. The companies are slack in taking delivery of pit timbers and other materials, and as a consequence the money that should have been earning is a dead loss to the community. Were it not for this labor trouble the year promised to be a most prosperous one, as business in other parts of the province is good and the outlook favorable.

The work of constructing the new coke ovens for the Dominion Iron & Steel Co. has been started by the United Coke Co., of New York, who have been awarded the contract for the work. The work of excavating has been commenced and the ovens will be rushed to completion. The number of ovens to be constructed is 120. The new oven is of a different type and has a much greater capacity for coking than the old one. The new additions will take care of one thousand tons of coke daily, and when this is done it will enable the Steel Co. at once to very materially increase its output of the various products of rods, rails, blooms, etc.

The Halifax Board of Trade is arranging its programme for presentation at the annual meeting of the Maritime Board, which takes place at Charlottetown in August. Among the questions to be discussed will be the duplicating of names of towns in the same province throughout the Dominion; the exhibition of agricultural implements at provincial fairs; the acquiring of the branch lines by the I.C.R. as part of that system; and also the acquisition of the steamship service between Halifax and Charlottetown as part of the I.C.R. system.

J. E. Walsh, transportation commissioner of the Canadian Manufacturers' Association, was in Halifax this week making an investigation into the alleged delays in forwarding goods landed at this port. He was shown over the terminal facilities and furnished with information by the secretary of the Board of Trade and others. Mr. Beardmore, tariff commissioner for the same association, was also in Halifax this week, inquiring into trade matters.

D. H. Ross, Canadian commercial agent in Australia, and a son of Senator Ross, of this city, has been appointed delegate of the Halifax Board of Trade at the seventh congress of Chambers of Commerce of the Empire at Sydney, Australia, opening on Sept. 14.

A meeting of representatives of the wholesale firms of Halifax will be held at the Board of Trade next week to plan co-operation in defending wholesale firms against fraudulent bills of sale. Three years ago the Legislature passed an act in connection with assignments, doing away with making preferred creditors, and obliging persons assigning to make the assignment to the official assignee, who distributed the proceeds pro rata. A plan appears, however, to have been devised to beat this provision of the act, and the purpose of the meeting is to provide against this. J. H.

ST. JOHN.

July 28.—The annual meeting of the Maritime Wholesale Hardware Association was held at Digby, N.S., July 14 and 15. There was a fairly good attendance, and considerable routine business was transacted. W. G. Robertson of Halifax, retiring president, was in the chair. The election of officers for 1909-1910 resulted as follows: President, W. S. Fisher, St. John; vice-president, Percy Simmons, Halifax; secretary-treasurer, F. R. Murray, St. John. Executive—For New Brunswick, George C. Weldon, D. George Clark, and J. F. Fillon; for Nova Scotia, M. O. Crowell, A. W. Smith and E. R. Spinney. The president and vice-president are members ex-officio. The meetings were held at the "Ferns" Hotel.

Some time ago the H. H. Dryden Company of Sussex, went into liquidation and tenders for the property of the company were called for. The liquidators, H. B. Chadbourne and D. George Clark, have accepted the tender of the Thomas Davidson Mfg. Co., of Montreal, who bid $8,000 for the machinery. Tenders for the real estate and stock of the company have not yet been awarded.

F. S. Deeks, president of the Toronto Construction Co., which has a contract on the National Transcontinental Railway in New Brunswick, and H. F. McLean, manager of the company, were in the city last week. They had been on an inspection trip over the section and reported everything satisfactory. Mr. McLean said the company would have 75 miles of permanent track out of the 107 miles of their contract, laid before winter.

A. P. Baker, president of the Canadian Antimony Company, at Lake George, York County, reports that a large quantity of ore has been taken out and the reduction plant will start operations probably this week. More than fifty men are now employed and it is planned to make extensions to the mining plant.

T. McAvity & Sons have just completed an improved style of railway stand-pipe for the Transcontinental Railway. The stand-pipe possesses several new features which those formerly supplied by this firm to the C. P. R. and I. C. R. did not have. The entire work was done at McAvity's foundry, and it is claimed that this firm is the only one in Canada that makes these fixtures. Four of the stand-pipes have been ordered, one goes to McGivney's Siding in New Brunswick and three to points in Ontatio. W. E. H.

MONTREAL.

July 28.—The 17th annual picnic of the Canada Paint Co., was held on Saturday last at Maple Grove. Despite the heavy rain at the commencement of the day much enthusiasm was manifested by the picnickers, who numbered over three hundred and fifty. J. Thomson, superintendent, who was honorary president of the picnic committee, came in for a special ovation.

J. THOMSON,
Supt. Canada Paint Co., Montreal,
Hon. Pres. Picnic Committee.

SHERBROOKE.

July 24.—Wm. Wright, proprietor of the New Sherbrooke House, is erecting an addition to the hotel in order to provide several more sample rooms.

The Eastern Townships Bank have opened a second branch in this city.

The Massey-Harris Co., who have for a number of years been represented here by J. W. McKee, have found it necessary to erect a building of their own, owing to the enormous increase in recent years of their trade in this city and district.

Interesting Trade Items Gathered in Ontario

London Firm Gets Large Hardware Contract—Enlarged Wire Rope Factory at Hamilton—New Premises for Brantford Hardwaremen—Merchants' Pienics at Galt and Chatham.

BRANTFORD.

July 27.—Plans have been drawn up for the new Temple building in Dalhousie street, part of which will be occupied by Watt & Squire, hardware merchants, when erected. It will be a splendid building, and with more modern convenience, better lighting and a larger warerroom space, Watt & Squire will be able to give much better service to their customers. Work on the building has been commenced.

The annual meeting of the shareholders of the Paris Plow Co., was held on Wednesday, when it was decided to go into voluntary liquidation, and sell the plant as a going concern. The works will be kept going, and under no circumstances will they be sold to be dismantled. The change in ownership will probably result in a larger staff of men being employed.

A peddler who struck Paris on Wednesday, selling hardware novelties, etc., was arrested on a charge of obtaining money under false pretences. He had a trick of working the hotels for board, and livery stables for rigs from which he peddled his goods.

The department of Public Works of Ontario, is calling for tenders for alterations and improvements to the steam heating plant at the Ontario Institution for the Blind.

A can of gunpowder exploded in the rear of the bicycle and sundries shop of C. J. Mitchell last week, Charles Mitchell, son of the proprietor being thrown over and stunned. No property damage resulted.

Saturday the office staff and foremen of Pratt and Letchworth's Malleable factory spent an enjoyable outing.

Some nervousness has resulted among Brantford's business men as a result of the report of the electric wiring inspector at London. It is thought that the wiring here has been properly installed.

GALT.

July 27.—Business in Galt is exceptionally quiet at present. The quietness is not due to a falling off in trade, merchants stating that it is the usual midsummer quietness. There is, however, a good demand for paints and other necessary housebuilding material.

The various industries in Galt are exceptionally busy. Night shifts are required at the Canadian and Galt Brass Works and also at the Art Metal Company.

The new building being erected by Scott & Bennett, plumbers, is making rapid progress, and when completed will be one of the finest business blocks in town.

Gmelin & Co., manufacturers of Auro-Spraying machines report a large demand for their product.

Mr. W. J. McMurtry has returned from spending a few days at his St. Thomas branch.

The Retail Merchants' picnic was held on Thursday afternoon last, but owing to the rain it was found impossible to hold any of the outdoor sports. Accordingly a second picnic has been arranged for the coming Thursday in Victoria Park. All the stores will close and there will be big doings.

There seems to be little prospect of a general half holiday in Galt during the summer months this year, although there is an early competition on between the dry goods people. B. E. C.

TORONTO.

July 29.—F. M. Baker has opened offices at 27 Front St. East, Toronto, where he is doing a brush, broom and woodenware commission business. Mr. Baker has been seven years with the United Factories and he is now representing Wm. Cane & Son, Newmarket,

F. M. BAKER.

Ont., woodenware manufacturers and T. S. Simms & Co., brush and broom manufacturers, St. John, N.B. This is the first branch the latter company have ever opened. Mr. Baker will sell to the wholesale trade.

The Kennedy Hardware Co. are renovating and brightening up their premises. A set of prism lights has been placed outside, while inside new paper and fresh paint are making the office look new.

W. L. Clucas, of the W. L. Clucas Plumbing Co., St. Louis, Mo., was in the city for a short while early this week on his way home from a couple of weeks' holidays in the Lake of Bays district. He stayed with Tom Clark, the Collingwood hardwareman, at his hotel, the "Britainnia," and Mr. Clucas says "mine host" knows how to look after his guests as he understands the hardware business.

H. Occomore, hardware merchant, Guelph, was in Toronto, on Wednesday on a business trip.

Walter Walker, tinsmith and hardwareman, 1228 Yonge Street, has taken his son into the business. The new name will be W. Walker & Son.

C. Whitehead of Eley Bros., manufacturers of cartridges, London, Eng., who is on his way to Australia on business, stopped over a few days in Toronto this week. Mr. Whitehead recently toured South Africa from the Cape to the Zambesi in the interests of his firm.

HAMILTON.

July 27.—The B. Greening Wire Co. have instructed their architect W. A. Edwards to prepare plans for a new wire rope factory. It will be a one story concrete and brick structure 124 ft. x 112 ft. with saw tooth roof construction. The flooring will be solid concrete so as to withstand the weights of heavy machinery and large reels of cable. It will be up-to-date in every respect. Orders have been placed for additional rope machinery of the very latest design. It is expected the new mill will be completed and machinery installed by November 1. The present rope mill will be used as an extension of the wire working branch of the business and will provide room for the growing demand for wire guards, garden fencing, bordering and factory lockers.

H. T. H.

LONDON.

July 27.—The retail hardware trade shows considerable activity just now, the demand for builders' supplies being unusually heavy. One of the largest contracts for hardware ever awarded in the city has been let to the Purdom Hardware Company, by John Hayman & Sons for the Alexandra apartments, corner Queen's Avenue and Wellington Street.

John Rose, recently with the Purdom Hardware Co., has returned to the employ of the Hobbs Hardware Co., with which he was connected for many years. Mr. Rose knows the business from the ground up.

Fire, which completely gutted the cellar of H. A. Langford's hardware store, in the Bourne block, 433 Hamilton Road, early Thursday morning of last week, was discovered by Dr. Spence, who lives next door to the store. The doctor was awakened by the crackling of the fire as well as the strong smell of smoke from the smouldering goods in the cellar of the store. The firemen succeeded in preventing the spread of the flames, but not before damage to the amount of $1,500 was done. Fully insured. The origin of the fire is unknown, as no one was in the store the previous afternoon and evening on account of the weekly half-holiday. F. T. Y.

News From the Prairie and British Columbia

Building and Railway Construction Active at the Coast—Development Work on Vancouver Island Opening up in Good Shape—Winnipeg Hardwaremen Resent Jobbers Doing Retail Business.

CHATHAM.

July 27.—The Dowsley Spring & Axle Co., a municipally aided industry which started here some years ago, practically passed into new hands last week, control of the company being acquired by the Gananoque Spring and Axle Co. of Gananoque. The latter concern contemplated building an addition to its home plant, but finally decided that it would be more advantageous to secure a Western Ontario branch. W. R. Landon will continue as manager, and it is announced that the concern will now be run at its full capacity.

Merchants in all lines of trade are gratified at the announcement that the C. W. & L. E. electric line will this year be extended to Blenheim on the south and Plaincourt on the north. The latter extension is particularly needed. Experience has shown that electric lines do a great deal to liven up business in winter and during muddy weather, farmers coming in to buy who would otherwise stay at home and spend nothing.

P. W. Burk, who has been conducting the Chatham Electro-Plating Works at No. 1 Lacroix Slip announces that he is retiring from business here. Mr. Burk nearly had part of a finger taken off while at work recently.

Arrangements for the Merchants' Picnic are progressing rapidly. The date has been fixed for Aug. 26, and negotiations with the C. W. & L. E. to transport the crowd to Erie Beach have been definitely completed. A rousing meeting of merchants and clerks is being held this evening.

The organization at Moose Jaw, Sask., of a company known as Gray-Campbell, Limited, to handle the output of the Manson Campbell Co., and Wm. Gray & Sons, of this city each of these concerns holding a one-third interest in the new company, indicates a busy future for the local factories, whose output, thanks to western demands, has shown a steady increase. The head offices of the new company will be at Moose Jaw, but distributing warehouses will be located in the principal western centres. The products handled include fanning mills, weigh scales, kitchen cabinets, vacuum cleaners, carriages and sleighs.

The baseball fever has hit Mitchell Bros., the new plumbing firm, who have put a team of their own in the local field. All but one of the new team are members of the Mitchell plumbing staff.

Geo. C. Crawford, a Highgate merchant, is putting on a novel variation of an old selling scheme. Every parcel purchased at Crawford's will be stamped with the picture of a dog, and the party bringing in the largest number of dogs—pictures, not canines—on Aug. 23 wins the best pair of boots or shoes in the store.

J. C. Wanless has a handsome threshers' supply window this week, to which a realistic touch is given by the introduction of a sheaf of wheat. Geo. Stephens & Douglas also make use of the sheaf-of-wheat idea in connection with a window display.

The Detroit Motor Boat Club squadron, numbering 22 motor boats visited Chatham on Saturday, meeting a royal reception. The visit may tend to boom the motor boat business, which locally has lagged somewhat of late. V. L.

WINNIPEG.

July 27.—Excavation work began a few days ago for a seven-storey warehouse to be erected for the Winnipeg Rubber Company. The structure will be of reinforced concrete and will cost approximately $75,000. This company are wholesalers for several lines of goods handled by retail hardware merchants in the west. Of these perhaps the lawn hose trade is the most extensive. The increasing of the warehouse facilities on the part of the company is an evidence of their confidence in the retail field of Western Canada.

A. P. MacDonald, of the MacDonald & Fleming retail hardware company, left last week for Kenora in company with several friends, to spend a three weeks vacation at that resort.

The season's paint trade has been very brisk until the present. The repair work is almost completed throughout the city, and very little new work is open yet. The comparatively short period of repair work is due to the fact that paint contractors engaged many employes quite early in anticipation of the heavy trade. There will be a heavy paint rush later on in the season when many of the large buildings now under construction, will be ready for the brush.

The Winnipeg Oil Company are at present moving into their new warehouse and compounding plant on Notre Dame Ave. The building is three storeys and basement, and has facilities for loading three cars at a time.

There are four oil companies selling products in the west, and each company reports trade developing and prospects excellent among the hardware merchants. Edmonton and the vast district lying north which is opening up rapidly, is at present receiving the attention of the oil companies.

George E. Graham, manager of the T. Eaton Company harware department, leaves in a few days for Toronto and Montreal on a business trip.

The north end of the city for some years has been looked upon as a hopeless field for the retail hardware business. Within the past year two hardware merchants have been compelled to remove to more congenial districts. Their removal, however, has greatly increased the opportdnities of the two hardware merchants that remain. J. R. Clements, who has been in business for many years in that district reports his business 50 per cent. in advance of any previous year, and this is attributed in no small way to the fact that he has a larger field at his disposal.

It has been frequently remarked in Winnipeg that there were too many small retail hardware stores in the city for any one to develop a large business. It is true that there are many small retailers, but they are small not because they are many, but because they are not properly distributed, and further because the wholesale hardware houses have been selling retail and depriving the retailers of a legitimate line of business. Perhaps this latter inconvenience is most directly responsible for the many small retail stores. The wholesale houses have not given them an opportunity to develop. In spite of the verbal promise of the wholesalers to protect the retailers, all this season they have sold goods direct to the consumer. Retailers cannot be blamed then for dealing with eastern wholesale houses. J. T. F.

VANCOUVER.

July 24.—Building, which is steadily going on, last week's permits amounting to $117,719, all for dwelling houses, is giving plenty of work to hardwaremen and plumbers. Those who make a specialty of builders' materials find that department particularly busy, although with an increasing population the general demand for hardware is better than ever.

In the plumbing line all are busy, with prices perhaps a little tight. Many workmen have their eyes turned toward this part of Canada at present, and a leading plumber told Hardware and Metal that none but first-class mechanics should come out. There was room for these, but only the best were wanted, as the standard of work was high and ability was an absolute requisite to hold a position.

J. B. Persse, of Winnipeg, senior member of Tees & Persse, wholesale distributors and western agents of the E. B. Eddy Co., of Hull, is in the city this week. He states that his firm will build a warehouse in this city.

Wilson & Stockhall, an English firm, was awarded the contract by the city council for the new motor ambulance at $3,200 for a four-cylinder 30 h.p. machine.

The city council has decided to use untreated square cedar blocks for paving Hastings Street, from Jackson to Campbell Avenue, and for Harris Street, from Dunlevy Avenue to Carl Avenue. The former is four blocks in length, and the successful tenderer was M. P. Cotton, at $45,771, while the tender for treated fir blocks, which have been previously used, was $56,558. Four firms tendered. From Dunlevy to Carl is two blocks, and the price for this piece of work was $14,284; T. R. Nickson getting the contract. His price for treated fir blocks was $17.300.

Vancouver will soon be in the taxicab class, two companies preparing to operate. They expect to have the vehicles here before September 1. With this method of transportation in operation, the charges will be materially reduced, and a convenience will be made of what heretofore has been a luxury.

The B. C. Electric Railway Co. is constructing fourteen pay-as-you-enter

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no farther use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St, Toronto. (tf)

FOR SALE CHEAP—3 hot water boilers (second-hand), in good condition. Capacity 450-600-850 square feet. Apply Box 877, HARDWARE AND METAL, Toronto. (31)

BUSINESS CHANCES.

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

GENERAL HARDWARE BUSINESS in the county of Ontario. Good farming and dairy country. Will sell at a rate on the dollar for cash for acceptance at once. Box 867, HARDWARE AND METAL, Toronto. (32)

OLD ESTABLISHED HARDWARE STORE and tinware business for sale, located in splendid farming and dairy district. Carrying stock between $7,000 and $9,000. Would sell workshop separate. Would accept low price for immediate sale. Box 872, HARDWARE AND METAL, Toronto (tf)

PLUMBING and tinware business in one of the best towns in Huron County. Excellent opening for a tinsmith. Stock and tools about $1,500. Box 875, HARDWARE AND METAL, Toronto. (31)

SITUATIONS WANTED

HARDWARE CLERK wants better position. Good stock-keeper, show-card writer and window trimmer. Has got the experience and best of references. Box 874, HARDWARE AND METAL, Toronto. (31)

HARDWARE CLERK, 15 years experience in England and Canada, counter or book-keeper. E. Weeks, Sturgeon Falls, Ont. (32)

YOUNG MAN, 25 years of age, good habits, best of reference from wholesale representatives, past and present employers, at present managing retail store, stock $8,000, open for engagement after September 1st. State wages paid in replying. Box 871, HARDWARE AND METAL, Toronto.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

A HARDWARE CLERK, young man, to travel in Western Canada—Manitoba and part of Saskatchewan. Box 21, HARDWARE AND METAL, Winnipeg, Man (tf)

PARTNERSHIP WANTED

EXPERIENCED ACCOUNTANT and implement man wishes to correspond with hardwareman in western Canada with partnership in view. E. Weston, 542 Gladstone Avenue, Toronto. (25)

MISCELLANEOUS

CUT DOWN YOUR PRINTING BILLS one half, by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile typewritten letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a WRITERPRESS to run off circulars and letters, sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ontario.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The Light Touch MONARCH is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King St. West, Toronto, Ont.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

MISCELLANEOUS

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept 10 Front St. East, Toronto.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT WANTED—Capable agent required by first rate English house for glaziers' diamonds, with connection amongst who esale buyers, importers, etc., in the various distributing centres of Canada. Commission only. Box 47, HARDWARE AND METAL, 88 Fleet St., E.C., London, England. (31)

TECHNICAL BOOKS

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto.

ARTICLES WANTED

WANTED—Some good second-hand store fixtures. Give full particulars as to time they have been used and price. Box 876, HARDWARE AND METAL, Toronto. (31)

SITUATIONS VACANT

WANTED—First-class traveling salesman for wholesale hardware house to cover territory from Brockville to Belleville. None but first-class men need apply. Address Manager, P. O. Box 2310, Montreal. (32)

WANTED—A first-class hardware clerk, one thoroughly conversant with all the details of the retail hardware trade. Must be a good stock-keeper. Apply to Drawer 544, Port Arthur, Ont. (32)

cars, which will be the first to be installed on local lines. The company has its own car works at New Westminster.

Active construction work on the proposed dam to be built across the Coquitlam river by the B. C. Electric Railway will soon be commenced. The object is to secure a greater head for power purposes. This company has also applied for water rights on Indian river, a stream of water emptying into the north arm of Burrard Inlet, a few miles from the site of the present power plant at Lake Buntzen.

The British-Canadian Wood Pulp and Paper Co., of this city, expects to have its mill at Port Mellon, on Howe Sound, in operation about the middle of September. By the process to be used it will take 12 hours to make the tree into paper, and any kind of wood may be used.

R. B. B.

VICTORIA.

July 22.—Development work on Vancouver Island is going on in good shape. Sawmills are being erected, coal mines opened and other work being done at places which were hitherto unknown. This week a new coal shipping port has been formally opened. A party of officials of the Pacific Coast Mines Co. visited Coal Harbor and witnessed the taking on of cargo and bunker coal on the Jebsen steamer "Erna." Several small shipments have been made previous to this, but not until recently has the company been in shape to use its full facilities for loading the output of the mines. The work that is being done by this new company was a revelation to those who made the trip. At Coal Harbor the most modern machinery has been installed for the rapid handling of coal. Bunkers have been built with a capacity of 5,000 tons by a system of convevor belts the coal is carried in a continuous stream into the hold of vessels. The company have constructed a standard gage railway from their mines to the harbor, a distance of about eight miles. At present 600 tons a day are being turned out with plenty more in sight. The company is offering no stock for sale, on the contrary its finances were long ago provided for, and it is now a matter of steady development.

The E. L. Prior Hardware Co. have forwarded to Chief Davis of the fire department a cheque for $25.00 for the Firemen's fund, as a mark of their appreciation af the work of the department at midnight on Monday, when a blaze was discovered on their premises. But for the prompt efforts of the brigade a very serious fire might have occurred. It was with great difficulty that the blaze was discovered, and when it was the flames were making their way toward a pile of excelsior and other inammable material. The damage was slight.

Work has commenced on the installation of the Ladysmith Electric Lighting plant. The machinery is commencing to arrive, and it is expected that the light will be ready for the consumer in about two months.

The city is to supply the municipality of South Saanich with water. The South Saanich council have agreed to pay the whole cost of laying the pipes in the municipality. The city is to collect the rentals. Work, it is expected will commence as soon as possible.

The plans of H. S. Griffiths have been accepted for the new Y.M.C.A. building. The structure is to be of four storeys, built of stone and brick and is to contain swimming pool 21 by 50 feet, bowling alleys, billiard room, boiler room and restaurant, all of which are to be located in the basement. A running track, 30 laps to the mile will be a feature of the second floor. A good gymnasium is to be put in as well as a hand ball court and many other features that go to make a good young men's club. The building is to cost in the neighborhood of $70,000.

The E. & N. railway are to construct a bridge across Arbutus canyon. The bridge will be 1,500 feet in length, will take a year to complete, and will cost over $100,000. This is only one of the many improvements which will be done by the C.P.R. on the E. & N. Ry. which they have taken over.

The wardens of St. Barnabas Church have decided to have a new church built in the near future.

The survey work for the new Victoria and Barkley Sound railway is progressing satisfactorily under the charge of C. Hoard, the engineer in charge. The new line is to go around the head of Esquimalt Harbor near the J. H. Todd cannery to Parsons Bridge, thence to Sooke Harbor, and so on up the coast to Barkley Sound. This railway will tap a very rich country both from an agricultural standpoint as well as the heavy timber, which alone will afford traffic for the railway for years to come. The construction and completion of this line will mean much to Victoria.

Within the next few days work will commence on the erection of a handsome private hotel on Douglas Street. The building will be of three storeys and cost about $10,000. The hotel will be furnished in an up-to-date manner, all the latest improvements in heating and plumbing to be installed.

According to the reports of two of Victoria's best architects the Lampson St. school is nothing but a wreck and a danger to the lives of the children who attend it. The walls instead of being solid are hollow, and are filled in with rubbish and refuse from rock blasting operations. The school was built about six years ago on Government plans, at a cost of about $8,600. The Government are investigating the matter.

W. B. C.

HARDWARE TRADE GOSSIP

Ontario.

Robt. J. Nesbitt, tinsmith, Greenock Township, has assigned. A meeting of creditors is called for July 30.

The hardware store of W. A. Langford, London, was damaged by fire last week. The premises were insured.

During August the hardware and plumbing stores of Goderich will join the half holiday movement, closing on Wednesday afternoons.

Frank A. Child, of Matheson and Cochrane, New Ontario, was called to London last week on account of the death of his father, Aaron Child.

The old-established hardware business carried on by F. Cochrane at Sudbury, has been converted into a joint stock company and will be known hereafter as Cochrane Hardware, Limited. All the stock has been taken up locally.

The C. E. Noble hardware firm at Dundalk recently purchased by J. D. McDowell, will have a partnership firm as proprietors. James Russell, who has been on the road for some years as traveling representative of the International Harvester Co., enters the new firm to be known as McDowell & Russell.

Quebec.

T. H. Jordan of A. C. Leslie & Co., Montreal, is away on a holiday at Old Orchard Beach.

T. J. Drummond, of Drummond, McCall & Co., Montreal, has been elected a director of the Western Canada Power Co.

D. Lorne McGibbon, President of the Canadian Rubber Co., of Montreal, has been elected a director of the La Rose Consolidated Mines Co.

W. H. Gerke, Montreal, manager of the Martin-Senour Paint Co., is spending a vacation in Chicago. He is combining business with pleasure.

At a small meeting of the retail merchants of Montreal it was decided to appeal to the Privy Council against the early closing by-law passed by the Montreal City Council. The services of Bisaillon, Bisaillon and Brossard have been secured as Canadian attorneys, and Donald MacMaster will be asked to act as senior counsel.

Western Canada.

S. S. Bare & Co., Yorkton, Sask., have sold their hardware business to W. W. Badgeley.

David G. Smith, hardwareman of Macauley, Man., is visiting his old home at Walkerton, Ont.

Edward Webster, hardware merchant, Welwyn, Sask., has sold his business to Merrit Levans & Son.

The employes of the J. H. Ashdown Hardware Co., Winnipeg, held their annual outing on the Red River last week going to Riverside park by the steamer Alberta.

Edward George, aged 22, lately of London, was killed in a railway accident at Saskatoon last week. Mr. George had but lately gone to the Northwest to go with a partner into the hardware business.

Don't trim your window and not price the goods as with prices you give the display selling power, and without them you simply say, "I have this for sale." You may as well print a sign making the announcement and save so much work.

"V" CRIMP-ROOFING CORRUGATED IRON

METAL SHINGLES AND SIDING

PAINTED AND GALVANIZED
Made from Best Quality Steel Sheets

This is a profitable line for you to handle

WRITE FOR OUR PRICES

The Winnipeg Ceiling and Roofing Co.

MANUFACTURERS
WINNIPEG, - - - - - MANITOBA

G. F. Stephens & Co., Limited

WINNIPEG and CALGARY

The largest distributors of **BRUSHES** in Western Canada.

Jobbing Headquarters for

Whiting's Brushes
English Solid Back Horse Brushes
English Solid Back Scrub Brushes
Fine Varnish Brushes
Ridgley Trimmers
Paper Hangers' Tools

Write for Brush Book and Discounts

P.S.—We also ship all orders for Brushes the same day as received.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
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Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

It is interesting to note that little money is being collected by wholesale houses in Winnipeg at present, the collections at this period of the year do not figure very largely in any business, but this does not have the tendency to make business lag. The good prospects for a heavy wheat crop is quite sufficient as a guarantee upon which to order goods.

Local wholesalers have not been so busy for some years as they are at present. The months of July, 1909, goes on record as the busiest month in the history of Winnipeg's wholesale hardware business. Shipments of harvesting tools and supplies and builders' hardware have been the most extensive. The demand for firearms and ammunition has also been excellent and it is expected that there will be much reordering in this line. As a result of the general activity there is an increased firmness in the market situation. Retailers have been particularly active during the past week in builders' hardware and finishing supplies.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.80 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25: No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1. $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7. $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper: No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10. 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 per cent.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90· 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, Etc. — Pressed, retinned and plan, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

ROPE Sisal 10½; pure manila, 12¾; British manila, 11½c; lath yarn, 9½c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galzanized, $4.30; 26, $3.55 and $4.55.

BAR IRON—Bar iron, $2,35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.50; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE — Black pipe, ¼ in., $2.50; ⅜, $2.85; ⅛, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2. $14.50; 2½, $24.40; 3. $31.50; 3½, $39.50; 4 $45; 4½, $52; 5, $58; 6. $75. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2. $18.50; 2½. $30.50.

FITTINGS—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20. $4.10; 24, $4.30; 26, $4.70,; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9; ½ box, $4.75; IX. full box, $9; ½ box, $5.75; IXX., full box, $13; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case. $2.45; Family Safety, 24c; Search Light, 22c; Sterling Light, 24c; engine gasolene, 22½c; White Lily, 23c; Royal, 22½c.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.40; in kegs, $2.55; turpentine, bbl. lots, 67c per gal. linseed oil, raw, 69c; boiled oil, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM and "Bell," $5.00 base.

HORSE NAILS—MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.55 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under. 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—22c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

HARDWARE LETTER BOX

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Expansion Bolt Shields.—The Marks-Clavet-Dobie Co., Port Arthur, ask to know the American makers of expansion bolt shields.

The Star Expansion Bolt Co., Bayonne, N.J., and the Diamond Expansion Bolt Co., New York, are two makers of this article.—Editor.

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All machine shops and railway shops should have it.

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WE want a few more live agents for Sherwin-Williams Paints and Varnishes. Our Fall plans are now nearly completed and our Fall Campaign will, without a doubt, be one of the most effective campaigns we ever carried on to help our agents get business. If you want to do a bigger paint and varnish business this Fall, write us today for full particulars regarding the S-W. Agency.

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BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

A large planing mill will be erected at Montreal by Friedman Bros.

A large pulp and paper plant may be established in Fort William shortly.

The Farmers' Elevator Co. propose building an elevator at Carlyle, Sask.

J. E. Edwards & Sons, Toronto, are erecting a three storey patent leather factory.

The I. C. R. is calling for tenders for the erection of car repair shops at St. John, N.B.

Goderich will guarantee $40,000 in bonds of the Canadian Good Roads Machinery Co.

The Beaver Lumber Co. have purchased a site at Portage la Prairie for the extension of their plant.

The by-law to loan $8,000 towards a mill and elevator has been passed by Nokomis, Sask., ratepayers.

Getty & Scott will build a large addition to their shoe factory at Galt. Work will start at once.

Two more new furnaces have been completed and are in operation at the Granby smelter, Phoenix, B.C.

The Auto-Dustless Street Sweeper Co., capitalized at $40,000, is a new concern opening a factory in Berlin.

The McLaughlin Carriage Co.'s new addition to its plant will enable it to turn out 1,500 automobiles per annum.

Geo. H. Hees, Son & Co., Toronto, are building a four storey mill construction addition, to their old building.

The Mundy Lumber Co., Three Valley, B.C., will rebuild at once the mill recently burned and put it again in operation.

The Barrie Carriage Works propose doubling their plant by erecting a new $30,000 building and have asked the town for a loan.

The Tobin Mfg. Co., a branch of a concern at Norwich, Conn., will build a factory for fire arms and hardware specialties at Woodstock.

The Regal Automobile Co., Deroit, are looking for a site for a Canadian factory at Sarnia. They purpose turning out 1,000 cars a season.

An agreement has been reached between Aylmer and the Pump and Scales Co., whereby that industry will remain for the next five years at least.

A new company, an offshoot of the Sydney, C.B., Cement Co., has been formed at that place to manufacture bricks made from cement slag.

The Detroit-Milford Sanitary Mfg. Co., makers of plumbers' woodwork and sectional bookcases has opened a Canadian factory at Windsor.

The B. F. Graham Lumber Co. has announced its intention of constructing in the near future a sawmill with a daily capacity of 100,000 feet at Victoria.

The British Columbia Electric Co. has awarded to Malcolm & Dinsdale the contract for an addition to its plant at Victoria at a probable cost of $50,000.

Since the successful application of the National Iron Works for a site in Ashbridge industrial area, Toronto, the Polson Iron Works have again applied for a site there.

The C. P. R. Co. have completed plans for the erection of an elevator at Victoria Harbor, Ont. It will have a storage capacity of 12,000,000 bushels, and will probably be the largest elevator in the world.

Captain Mellon and associates will shortly erect a new shingle and lumber mill on Howe Sound, near Port Mellon, B.C. The mill will have a daily capacity of 20,000 feet of dressed lumber, and 100,000 shingles.

Clapp & Eatnough, who have been manufacturing tacks and nails in Galt for the last eight months, have organized the Dominion Tack & Nail Company, with a paid-up capital of $40,000, and will build a large new factory.

A re-organization of the Thermos Bottle Co. has just been put through by which the business will be taken over by a syndicate of Ontario men, and the whole plant and offices removed from Montreal to Toronto.

Parry Sound ratepayers will shortly be asked to vote on a by-law to loan $30,000 for twenty years to the Algoma Lumber & Chemical Company, for the purpose of assisting them to build a wood alcohol and charcoal plant.

The hot mills of the Sheet Steel Corporation, Morrisburg, has again commenced operation and they will now be run continuously. The new galvanizing machinery, with a capacity of 16 tons per day, is running, and still another galvanizer with a capacity of 8 tons is being installed and will be in operation in a few days. An order for another 16-ton galvanizer has been placed and part of the machinery for the three additional hot mills that are to be installed has been shipped.

Municipal Undertakings.

An extension may be built to the sewerage system at New Liskeard.

The municipality of Richmond, B.C., is planning for a water supply system.

Bids will soon be asked for the construction of the proposed sewer system at Barrie. Probable cost, $30,000.

New Westminster's waterworks scheme is estimated to cost $378,000, of which Richmond municipality will contribute one-third.

The construction of the sewerage and waterworks systems extensions at Saskatoon is nearly completed. More extensions will be made next year.

Victoria will undertake a large number of sewer works which have been held up. At a recent meeting of the streets, bridges and sewers committee, the list of works was passed and work on the construction thereof will be proceeded with at once. The cost of the works will aggregate $40,825. There is now at the disposal of the city for sewer purposes about $60,000.

N. T. Cooper, chairman of Clinton's (Ont.) water works committee, writes that contracts for water works have been awarded as follows:—Pipe laying, T. M. Cullen, Huntsville, prices ranging from 18 cents to 30 cents per foot; cast iron pipes and special castings, Gartshore-Thompson Co., Hamilton, $32.20 per ton; construction of 80-foot stand pipe and foundation, Hunter Bridge & Boiler Co., Kincardine, $5,000.

Public Buildings.

A new public school is proposed for Woodstock.

A new school building will be erected at Erieau, Ont.

A large skating and curling rink will be erected at Brandon.

The new Virden hospital, now being designed, will cost over $12,000.

A new Oddfellow's Hall, to cost $16,000, will be erected at Toronto.

A new separate school building will be erected at Clarkstown, Ont.

Toronto's Board of Education has a permit for the erection of a $28,000 school.

The contract for the new Hargrave school was let to John Gardiner, of Virden.

The Canadian Pacific Railway will erect a new station and freight sheds at Brandon.

The Morral Theatre Co., of St. Louis, Mo., will erect a $40,000 theatre at Saskatoon.

Extensive alterations and repairs will be made this summer at the Brandon Central school.

A permit has been issued to Chas. Baker for the erection of a frame church building at Brandon.

P. Maisonneuve has been awarded the contract to build the new $20,000 brick convent at Morinville, Alta.

The contract for erecting a town hall at Estevan, Sask., has been awarded to Geo. T. Falkner, for $15,075.

W. H. Ellis & Sons have secured the contract to build the new Moose Jaw Anglican church on a bid of $29,803.

The contract for the new Ashbury college, Ottawa, has been awarded to Byers & Anglin, Montreal, at a cost of $45,000.

The congregation of St. Matthews' church, Estevan, Sask., are raising funds for the extension of their building.

The contract for the erection of the new Peterborough public library has been awarded to Rutherford Bros., at $21,887.

The Holy Cross English Lutheran Church will build a church, school and manse in Nairn Place, Elmwood. (Winnipeg.)

The contract for building Claresholm's new school has been let to Zang

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General Offices

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THE OPPORTUNE MOMENT

"If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

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1c. " " subsequent "
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Are you selling them, Mr. Hardwareman?

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LONDON, CAN.

Persons addressing advertisers will kindly mention having seen the advertisement in this paper.

and Musgrove, of Edmonton, for $18,274.

The Saskatchewan College a provincial residential educational institution for boys, is about to be established at Moose Jaw.

The Winnipeg Public School Board have been granted a permit for the Salter street school. The cost is estimated at $72,000.

The contract for an addition to the public school has been let to Kelly Bros. & Co., Winnipeg and Kenora for Keewatin, Ont., $8,500.

The contract for the new Galt Hospital at Lethbridge has been let to J. McDiarmid & Co., of Winnipeg. The building is to cost $60,000.

The Dominion Railway Commission has issued an order compelling the G. T. R. to erect a new passenger station at Guelph before September, 1910.

Reed & Reed, of Boissevain, have been awarded the contracts to erect the new Coleman block and the addition to the Methodist church at Killarney, Man.

The contract for improvements to the Lindsay Street Separate School, Lindsay, Ont., has been awarded to Williams Bros., at an estimated cost of $8,000.

The Catholic Church Extension Society have purchased 60 acres of land near Toronto, on which three buildings costing about half a million dollars will be erected.

The Edmonton School Board have decided upon the erection of two small schools, one in Westmount and the other in the Norwood extension. Steam heating will be installed.

The contract for the erection of the new Grand Trunk Railway central station at Ottawa has been awarded to Peter Lyall & Sons, Montreal. The cost is estimated at $500,000.

Moncton, N.B., school trustees are considering the erection of a new school building consisting of two storeys and basement. A new sanitary plant will also be added to Victoria school.

The Toronto City Council are considering the advisability of submitting a by-law to the people to raise $250,000 for the construction of new school buildings, and repairing of others.

The general contract for a four room brick school building for school section No. 1, North Grimsby Tp., Ont., has been awarded to D. Marsh, Grimsby, Ont. Contract price between $12,000 and $13,000.

J. Seath Smith, Montreal, has awarded the general contract for the erection of St. Andrews church at Chateauguay, to Mr. Crawford, contractor, Huntingdon, Que.

Contracts for erecting an eight-roomed school at Estevan, Sask., have been awarded as follows: General construction, not including excavation, to Bigelow Bros., Saskatoon, for $31,478, and plumbing, heating and ventilation to Thomas & Homer, of Winnipeg. The fan system of tempered air ventilation, with automatic control: Powers' system is to be installed, with air washer for future installation when desired.

General Building Notes.

James Smith will build a $20,000 residence at Toronto.

Mayor Hopewell will erect a residential block at Ottawa.

H. S. Patterson will build a $30,000 apartment block at Winnipeg.

John Flook, Chatham, Ont., will build a couple of modern residences.

A. M. Crofton has a permit for two dwellings at Sydney, C.B., to cost $5,000.

T. H. Horn, Victoria, will erect a large business building at a cost of $20,000.

The Provincial Bank will erect a three storey stone front structure at Moncton.

The Prudential Life Ins. Co., Newark, N.J., will erect an office building at Montreal.

A building will be erected at Ottawa by the Public Works Dept. for the Royal Mint refinery.

An apartment house will be erected at Toronto by Mrs. J. T. Warrington, at a cost of $38,000.

Five pairs of semi-detached houses costing $16,000 will be erected at Toronto by B. Fraser.

The Trades and Labor Council are considering the advisability of building a labor temple in Hamilton.

C. Kane, Toronto, will build seven attached two-storey stores, offices and dwellings to cost $20,000.

James A Ogilvy & Sons have been granted a permit to erect a $611,000 department store at Montreal.

Four pair of semi-detached dwellings will be erected at Toronto by C. Coulter at a cost of $20,000.

The Edmonton Masonic Assn. will erect a four storey temple building at an estimated cost of $125,000.

John Hayman, London, has the contract for the erection of the $40,000 Hydro-Electric power station at Dundas.

A permit has been issued for the new business block to be erected by Wm. Bownas at Victoria. The new building will cost $8,500.

The proprietors of the Queen's Royal, Montreal, have decided to build a large annex. The new addition will contain seventy-five rooms.

Some recent building permits issued at Winnipeg include: M. T. McKittrick, four houses, $3,500 each; E. W. Andrews, house, $4,800; J. F. Parker, house, $1,500; J. T. Watson, house, $1,800; Hull Bros., house, $4,500; H. Hirsch, double dwelling, $3,000; Robert Gregg, house, $1,200; Charles Lumsden, two dwellings, $5,000; W. J. Hammond, additional storey on business block, $5,000, and an addition to the rear of the McIntyre block, to cost $2,900.

Railway Development.

Work is expected to commence soon on the Berlin-Hamilton electric line.

The G. T. P. has rails laid into Edmonton and construction work is being pushed west from that city.

The new electric belt line railway taking in Ottawa, Arnprior, Brockville and Morrisburg, is expected to be finished this fall.

Berlin ratepayers have approved a by-law to raise $19,000 for double tracking a section of the street railway track between Berlin and Waterloo.

Tenders are being called by the G. T. P. until August 15, for the construction of 140 miles of line between Kitsalas Canyon and Aldermere in the Buckley valley, B.C.

The C. P. R. will likely construct a line on the east side of the Fraser River from Cisco Flat coastward for 65 miles. This will give that railway a line on both sides of the Fraser. The route is also sought by the G. T. P. and C. N. R. for entrance to Vancouver.

James J. Hill has men surveying the Crow's Nest coal field district, north from Flathead County, Montana, and there was filed with the Secretary of State a resolution by the directors of the Great Northern, announcing that company's intention to build northward into Saskatchewan.

A deputation of English capitalists visited Chatham recently, and in company with the directors made an inspection of the Windsor, Essex and Lake Shore Railroad. If they can be induced to put up the capital they talk of doing the road will immediately be extended to Chatham, and later it is the intention to build it on to London.

The Canadian Northern have decided to construct a new main line to Edmonton, using their Winnipeg-Brandon-Regina route as the first section. From Regina the Prince Albert branch will be utilized to a point near Craik; from there a new line will be built crossing the South Saskatchewan at the Elbow and running northwesterly to Edmonton, and on to the Pacific.

The following plan of railway extensions in Alberta have been approved of by the Minister of Railways: Canadian Pacific line from Langdon to a point 45 miles north and then to a point on their line between Penhold and Red Deer, and of the Canadian Northern from Strathcona southwest crossing the Calgary and Edmonton line just north of Red Deer, passing near Red Deer, and south to Calgary, and also of the G. T. P. from Riley on the main, southerly to near Pound Hill through Comrose, passing near, but west of Content and close to Three Hills, south of Calgary.

New Companies.

T. Woodbridge & Co., Toronto; capital, $40,000; to manufacture saddlery hardware. Incorporators, Thos. Woodbridge, M. J. Woodbridge and D. Grigg, Toronto.

The Solo Saw Co., Ottawa, capital $20,000; to manufacture the Godfrey, Hugh Massy, Baker saw-feeding device. Incorporators, G. H. M. Baker, Wm. Anderson, and H. I. Thomas, Ottawa.

The Dominion Electric Co., Ottawa, capital $40,000; to manufacture electrical machinery, devices and specialties. Incorporators, T. A. Low, Robt. Hadley and W. T. Guest, Renfrew.

The Stepney Motor Wheel of Canada, Toronto; capital, $4,750; to manufacture motors, cycles, accessories, tools, etc. Incorporators, W. H. Davies, London, Eng.; Jas. Thomas and G. L. Smith, Toronto.

The Laurentian Chemical Co., Montreal, capital, $590,000; to produce and manufacture wood-alcohol, turpentine, charcoal tar and other products. Incorporators, A. D. Gall, Westmount; R. Prefontaine and F. E. Lovell, Montreal.

The Retail Paint Trade

SELLING BY SYSTEM.

Writing in the American Paint and Oil Dealer on paint selling by system, H. C. Bradford says, in part:—Formerly the public was greatly prejudiced against the use of ready-mixed paint, for some unscrupulous manufacturers flooded the market with worthless mixtures, and the honest makers were thereby greatly handicapped, since a customer once cheated is very prone to look with distrust on everything of the same class. Now, however, the reverse is the case. The majority of the paint-buying and using public not only have no prejudice against ready-mixed goods, but really favor them, as against hand-made mixtures of lead and oil. The work of the manufacturers along this line, in educating the public to the value of machine mixing as opposed to hand mixing has been productive of the most gratfying results. That this has also been of equal or even greater advantage to the dealer goes without saying. Not only are ready-mixed goods cheaper to handle and keep. and offer good opportunities for display; they also mean increased profit, and that is the kernel in the nut. It is well known that among the vast majority of dealers linseed oil and white lead are practically always sold at cost, and even below. Those who are able to make a profit from these staples are very few. It was no wonder, then, that the advent of ready-mixed paint was hailed with satisfaction by every one. The dealers brushed down the cobwebs, washed the windows, and, seeing how attractive the packages were, placed them where the public could see them, and began to be prosperous.

The preliminaries arranged, and the stock having arrived, it is in order to get the business. Of one thing be certain, and that is that if any to amount to anything is secured it will be necessary to go after it, and not wait for it to come. If the latter course is decided on, it will be found that it had so many pressing engagements with more live dealers that it had no opportunity to come. In going after business of any sort, system is necessary, if the best results are to be obtained.

A proper system for the paint business should begin with the prospective customer and follow him, even after the paint is sold and on the house. A good practical plan of handling this properly, so that every detail will be looked after, can be carried in a single loose-leaf binder, with a single sheet for each customer. There should be a place for "weather." The reason for this is as follows: Paint to last well and give satisfaction must be applied to a perfectly dry surface. If the slighest trace of moisture is left the sun will draw it out, and bring the paint with it. Painters all know this, but many of them to rush a job to completion, will apply paint where

Don't Get "Notions" About

Floorglaze

Please don't get the notion that FLOORGLAZE is good only for floors. FLOORGLAZE is a solid-color floor-enamel with all the elasticity of good paint, and more; and that has a dozen uses about the house, indoors and out. It's so advertised for you that it can't help selling once; and its own quality sells it again to the same people—and their neighbors. FLOORGLAZE is the kind of goods that strike you as about right for your store.

Send for a sample Can and Color Card now.

Imperial Varnish & Color Co., Limited
TORONTO

Ready stocks of all our staple leaders (do you know them all? You should) at Vancouver, 542 Beatty Street, and Winnipeg, 108 Princess Street.

BOLTS AND NUTS

Why not capture the whole trade in Bolts and Nuts in your vicinity by handling a brand that will give your customers entire satisfaction and ensure their business to you in the future?

"M.R.M." Bolts and Nuts are to-day found in all the leading Hardware Stores throughout the country.

The greatest care and attention is given to the whole process of manufacture, our aim being to turn out the best class of Bolts and Nuts made.

We will be glad to submit samples.

THE MONTREAL ROLLING MILLS CO.

it is too damp for good results. As a matter of course, in a year or so the owner is complaining about the paint being unsatisfactory, when it is really not the fault of the paint at all. Now, if a record of the weather has been kept it will be easy enough to show that there had been rain just previous to the time the paint was applied, and that the damp surface was responsible for the bad results obtained. Such a record will thus silence all unjust complaints on that score, and thus help in the building of a reputation for the paint.

Another good point is to have a photograph taken of every house painted with your paint. They need be only photos taken by some one in the store, but should show as much detail of the house as possible. Mount these photos in an album, writing under each the name of the owner and the date the paint was applied. This book will increase in value with each succeeding year, as you can show your customers photos of houses painted a number of years before, and this will serve to impress them with the durability and popularity of the paint.

In making sales, after the main portion of the bill has been placed, do not fail to push the accessories as hard as possible. Paint for the floors, varnish for the doors and windows; enamels for the screens; gold and silver paint for stoves, radiators, etc.; and grate polish for for grate backs and fenders; cheap paint for the yard fence; special roof paint for the roof, if the latter has not been included in the body. Also keep a good line of brushes, and sell just as many of them as you can. It is in these things that the profits really reside, as previously stated, and it pays to push them.

And don't forget the wall paper. Usually the women of the household select this, and by all means cater to them. The writer has always believed it a poor plan to carry much wall paper in stock. There is such a bewildering variety of designs that it is impossible to carry them all, so that some selections must necessarily be made from samples; then, too, the mail-order houses have gotten the public into the habit of buying paper from samples, so it really seems a good plan to extend the practice, and sell it all that way, or at least nearlly all. It will, of course, be necessary to carry a small stock of cheap papers to meet the instant demand, but all sales of importance can be made from sample. Have a lot of sample books made up, so that a person can readily see the combinations, and understand the price.

PAINT AND OIL MARKETS

MONTREAL.

July 30.—Business conditions have shown strength in some directions and weakness in others. This is only to be expected at the present time. The absence of very hot weather has had a tendency to encourage painting, and while orders have not generally been heavy they have been marked by an encouraging variety. Turpentine, although on the quiet side, has advanced 1c owing to short supply. The active demand for ground white lead still continues.

TURPENTINE—A rather quiet trade is noticed. Competition is being felt from so-called pure turpentine at prices which the established makers do not care to meet. Notwithstanding these conditions, the pure southern turpentine is still held firmly, and being in rather short supply has been marked up 1c per gallon, and we now quote 66c for single barrels, net 30 days.

LINSEED OIL—There is some slackening off in inquiries, which is only natural at this time of the year. But the market is extremely firm, and we continue to quote on 1 to 4 barrels, in one delivery: Raw, 64c per gal.; boiled, 67c per gal., net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD—There is no easing off in the call for ground white lead from the jobbing trade, and an extremely optimistic feeling prevails amongst all grinders and jobbers. We continue to quote: Strictly pure, $5.60 to $6.10, according to quantity, and No. 1, $5.10 to $5.60 f.o.b., Montreal.

RED LEAD—Along with all lead products a very satisfactory turnover is being experienced. Stocks are good, prices are firm, and conditions altogether are very satisfactory. Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; less quantities at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

WHITE ZINC—Shipments have been good, and no fluctuations have been reported in quotations either abroad or at home. We quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PARIS GREEN—The demand is not equal to former years. This is explained by the backward spring, but an improvement in the demand is expected shortly. Prices are unchanged, and we quote; 50 lb. drums, 17c per lb.; 1 lb. packages, 100 lbs. in case, 18c per lb.; 1 lb. tins, 100 lbs. in case, 19c per lb.

VARNISHES—The call for varnishes is on the light side, but prospects are bright for an improved August turnover. A number of travelers are taking their holidays, and this somewhat interferes with the placing of orders.

PUTTY—The demand has been very heavy, and grinders are busily trying to accumulate stocks for the fall de-

The Painter Knows

That's Why He Asks For

"ENGLISH"

LIQUID PAINT

He knows that the shades are clean, clear and perfect.

He knows that the guarantee formula appears on the can.

He knows that the white base is

70% Pure White Lead
30% Pure White Zinc

thinned with pure linseed oil, turpentine and dryer.

It suits him. This is only one of the reasons why progressive dealers are taking up the agency.

Just send us a postal card for prices and selling plans

BRANDRAM-HENDERSON LIMITED

Montreal **Halifax**
St. John **Winnipeg**

That Beautiful Effect

so desired—that flat, subdued, velvety appearance which every housewife likes so well to see on her walls and ceilings—is produced by

MURESCO

It Works Wonders

It is easy to apply. Only one coat is needed, Muresco being a high-grade, uniform, consistent preparation. It will not peel, rub off or crack, as certain kalsomine preparations will. One coat of Muresco is worth several cold water finishes.

Our Price and Color Cards will interest you *Are you carrying Muresco?*

Benjamin Moore & Co., Limited

West Toronto, Canada

NEW YORK CHICAGO CLEVELAND

THESE DAYS A LOT OF BUILDINGS

are nearing completion, almost ready for the **painter** to step in. There's a suggestion here, for **you** and every other progressive hardware man:--Get after the **painters** and **proprietors** of newly erected buildings and show them that

ELASTICA NO. 2

is the **best** finish for interior work. It works with great freedom, covering the maximum surface area, and producing a brilliant permanent finish. Extreme Paleness and Great Durability are its distinguishing characteristics.
It dries, free from dust in 7 to 9 hours, and enough to rub perfectly in 3 to 4 days. It can be cut down to a dull finish with pumice stone and water, or can be given a brilliant plane finish as desired. It is unquestionably the best finish for trim work on fine residences, bank, office and hotel buildings.

Better Order a Few Gallons

INTERNATIONAL VARNISH COMPANY, Limited

TORONTO

MAKERS OF FINE VARNISHES
Branch of the Standard Varnish Works

NEW YORK CHICAGO LONDON BERLIN BRUSSELS

mand, a difficult matter to do in face of the present call. We quote: Standard putty, 800 lbs., in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs., in barrels, $2.15; in 100-lb. cases, $2.25; in 25-lb. drums, $2.10; 25-lb. tins, $2.15; 12½-lb. tins, $2.35, f.o.b., Montreal.

TORONTO.

July 30.—A fairly good trading week has been the passing one judging by the comments made by jobbers and manufacturers. House painting is still fairly active, and there is enough outdoor work to be done to carry the painting season into the fall. The situation is healthy and looks promising.

Prices in most lines hold firm, an advance of five cents in turpentine being the outstanding feature. This is said to be due to the fact that the crop this year is shorter than last year on account of a reduction in the box cut and because of the rainy season and late spring retarding operations. The output of "turps" in the U. S. last year was 750,000 barrels. This year the estimate of the entire crop of turpentine is placed at 650,000 barrels. This shortage is already being discounted in the improvement of the market. Another bullish influence is the fact that stocks now on hand are lower than for some years.

LINSEED OIL—Locally, oil remains unchanged in price. Raw is 64c for single barrels and boiled three cents higher. There is no great strength to buying. The London market was firm and active up to the last hot wave. It has now gone dull. The imports for the first six months of the year were 250,958 against 240,255 for the same period a year ago.

TURPENTINE—The period of higher prices has apparently set in. During the past two months the market quotations have risen 16 cents. Last week's jump was the greatest single leap yet—an increase of five cents, from 65c to 70c. for single barrels. Two to four barrel lots are at 69c, and 5-gallon lots are 75c. This local advance is due to the further advances in the Savannah market, exceeding the expectations of Toronto jobbers, so that they are left with very light stocks. The reasons given for the advance in the market at Savannah are that there has been a greater demand than was expected for export to Great Britain and further that the weather has been very unfavorable for the production of turpentine; the stock on hand has been very materially decreased within the past two weeks and is now only a little over half of what it was a year ago at this date. Under these conditions it looks as if prices might be further advanced in Toronto.

WHITE LEAD—The advance in "turps" and the firmness of oil has a somewhat deterrent effect on sales of lead. Trading, in consequence, is only fair. Quotations are at last week's figures, the same as those which have been ruling for some time back. No. 1 is $5.50 to $5.75; pure white runs from $5.90 to $6.10, with a superior grade at $6.35. Red lead, is still selling pretty well, at unchanged prices, $4.50 for casks and $4.75 to $4.80 for hundred-pound lots.

PUTTY—Repair work is responsible for some sales of small lots. Inquiries for fall business, however, indicate a small-sized rush. Some jobbers aver that good booking has been done of late. Bulk in casks is $1.75; 100-lb. drums, $2; bladders, in barrels, $2.15; and cases, $2.25. Window glass is moving slowly.

STAINS AND VARNISHES—These lines are steadily active as is to be expected at this time. The season has been a favorable one taken on the whole and much above last year's trading. Ready mixed paints, too, have had a year of good sales, especially in this last half, from January to July; and Paris green sales are said to have exceeded anything in its history.

PETROLEUM—Gasolene and benzine, are the wanted lines. Prices are unchanged. Motor gasolene is 16½c, and benzine, 15½c. Coal oil prices, too, hold at the usual figures.

MASTER PAINTERS' CONVENTION.

Peterborough, July 28.—The Master Painters' Association held their annual convention here this week. The attendance was large and representative. Among the firms represented, and which had displays of goods manufactured were: Boeckh Bros. & Co., Toronto, all kinds of brushes; Faircloth Co., Toronto; Art and Stained Glass Co., Toronto; Berry Bros., varnishes and stains, Walkerville; The Alabastine Co., Paris; The Thos. Bryan Co., London, brushes of all kinds; The Muralo Co., New York.

The following representatives were noticed among the visitors: H. C. Douglas and A. Brown, of A. Ramsay & Son, Montreal; Lawrence J. Levy, Boeckh Bros. Co., Toronto; G. A. Pringle, Faircloth Co., Toronto; W. B. Scott, Meakins Sons & Co., Hamilton; J. H. Kale, Alabastine Co., Paris; H. W. Davey, Berry Bros., Walkerville; G. A. Weinge, Thos. Bryan Co., London; H. Clucas, Canada Paint Co., Toronto.

The R. W. Fletcher Co., Toronto, has been incorporated to carry on, in addition to other things, the business of painters and decorators. The capital is $40,000, and the provisional directors are: R. W. Fletcher, W. H. Maughan and G. A. Fletcher.

The California-Alberta Oil Co., has secured 1,280 acres of land in Northern Alberta about 20 miles from Edmonton on which drilling for oil has been commenced. The company is capitalized at $2,000,000.

The Hotel Cecil, Ottawa, and the Windsor Hotel, Montreal, have been equipped with sliding furniture shoes made by The Onward Mfg. Co., Berlin, Ont. This suggests the thought that hardwaremen might make a profit by endeavoring to secure orders from hotel proprietors in their own towns for this line.

?

We have been asked by several members of the Retail Hardware Fraternity, which Car will they take for the Canada Paint Company's Works when they reach Montreal. Take the

Notre Dame Street

Car.
(Pronounced "**Noter Dam**")
going west
and get off at
Canning Street.
If still in doubt
telephone **Main 3746**
and we will send a cab
for you.

THE CANADA PAINT COMPANY

Five hundred and seventy-two William Street, MONTREAL

Ramsay's Creosote Stain

You should know something about these beautiful Shingle Stains. They are great for preserving shingles and are becoming more popular every day.

Formerly everybody was obliged to import all these goods. Now, we make them.

Ramsay's Shingle Stains

are unequalled by any imported goods, and there is no duty to pay.

You can get full price for them and make a good profit. They are put up in imperial measure cans and barrels.

Write for our card and prices and see what we can do for you.

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842 The Paint Makers

What kind of Paint do you Sell?

Your trade in general largely judges your establishment by your Paint Department.

NEW ERA PAINT

is the kind that people purchase again and again, and this all means Money to you. For wear, finish, appearance, brilliancy, service and covering surface there is no other prepared paint that quite equals NEW ERA.

HERE IS ITS COMPOSITION: Pure White Lead, Oxide of Zinc, Pure Linseed Oil, Turpentine and Turpentine and Japan Dryers.

Send for Our Booklet

STANDARD PAINT AND VARNISH WORKS CO., Limited
Windsor, Ontario

WHITE LEAD FOR FIVE CENTS

MAKE MORE MONEY IN YOUR LEAD DEPARTMENT

¶ Standard Lead is absolutely satisfactory. You can buy it at 5c lb. in ton lots, at 5¼c lb. less than ton lots. You can guarantee every single pound to give satisfaction.

¶ To help increase sales, we are sending *FREE SAMPLES* of Standard with every 200 lbs. opening order to give to leading painters and lead users in your territory; free electros for newspaper advertising; lots of advertising literature with every shipment.

¶ Order to-day, so as to get free samples and advertising for your fall paint trade.

The James Robertson Co., Limited
Grinders of White Lead, Mfgrs. Paints, Colors, etc. 267 KING ST. WEST, TORONTO, CANADA

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES

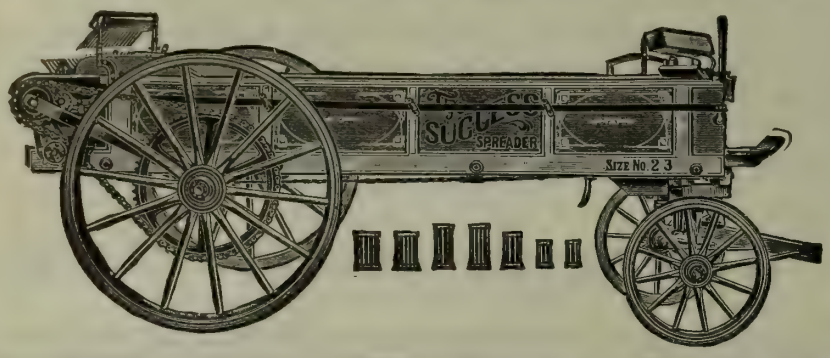
MONTREAL

GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENTS
Godfrey S. Pelton & Son, 203 St. Nicholas Building, Montreal

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



We supply the following goods

Success Manure Spreaders
Walking Plows of every description
Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. "Leader" Scufflers. Pulpers, Agricultural Wheelbarrows. Also the famous Thom's Blower, Ensilage Cutters.

These goods can be and are being profitably handled by many of the leading hardware men.

We solicit your inquiries and will be glad to send a traveller to talk the matter over.

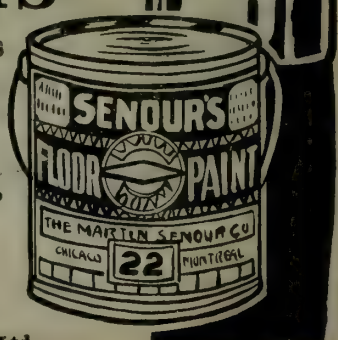
The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*

BUY RIGHT — SELL RIGHT

If you are a good buyer you will make good money. When you *buy* right it's easy to sell right. The best of us will make a mistake in buying. The merchant who never made a mistake never made money. Sometimes it takes a mistake to wake us up. We have profited by our early mistakes. And we are wise now. Now-a-days we continue to manufacture *only* those paints that are ***quick sellers*** and so satisfactory that they *win* repeat orders. Therefore you have our years of experience and our guarantee to insure your buying right when you order from us. "Selling is not a very difficult thing now that I have

MARTIN-SENOUR PAINTS"

writes a dealer. Write us of your experiences handling paint and your troubles—tell us frankly and we will be glad to have our Sales Manager advise you. He's helped others, he may help you.



The main thing is to Buy Right then you WILL Sell Right.

THE MARTIN-SENOUR CO., Ltd.

Pioneers Pure Paints

MONTREAL **CHICAGO**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

Axoline Axoline Axoline

WONDERFUL! WONDERFUL! WONDERFUL!

AXOLINE is the most wonderful Metal Cleaner in the world.

It is easy to say that.

LET US PROVE IT.

IT IS 75 PER CENT. CHEAPER than any other METAL Cleaner and yet it will make MONEY for you.

IT EXCELS FOR BRASS. It sells readily to the big buildings such as Banks, Public institutions, Railways, etc. ***In Brass alone it would prove a seller.***

But it cleans COPPER, NICKEL, PEWTER, TINPLATE and other METAL WARES.

It costs little and you can sell it on sight.

WRITE TO-DAY FOR THE AGENCY

Send ten cents for generous sample and mention this ad

THE ANGLO-FRENCH IMPORTING COMPANY
LIMITED
232 LEMOINE ST. :: MONTREAL

There Could Be No Greater Tribute

to the quality of Bear Lamp Blacks than that paid annually by the largest Paint Grinders in the Country by placing their contracts with us.

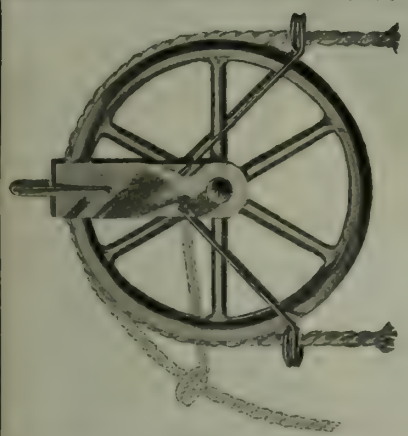
Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

For sale by jobbers in paints.

E. FIELDING, AGENT FOR ONTARIO

Wholesale quantities only.



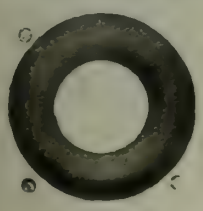
SAMPLE FREE CHARGES PREPAID

We know that you have only to *see* the Rollston Clothes Line Pulley to realize that you can sell a lot of them to the women of your locality. So, for a limited time we will send *any hardware dealer* a full size sample of the

Rollston Clothes Line Pulley

charges prepaid, upon request. Don't miss this chance to become acquainted, without cost, with one of the best money makers in the trade. Write us *to-day* for a sample. Practically every wholesale hardware dealer in the United States and Canada is handling this pulley. It is made and distributed for us by the Canada Steel Goods Co., Hamilton, Canada, but all communications, including request for sample, should be addressed to

C. S. Rollston Hardware Specialty Co. Vancouver, B C.

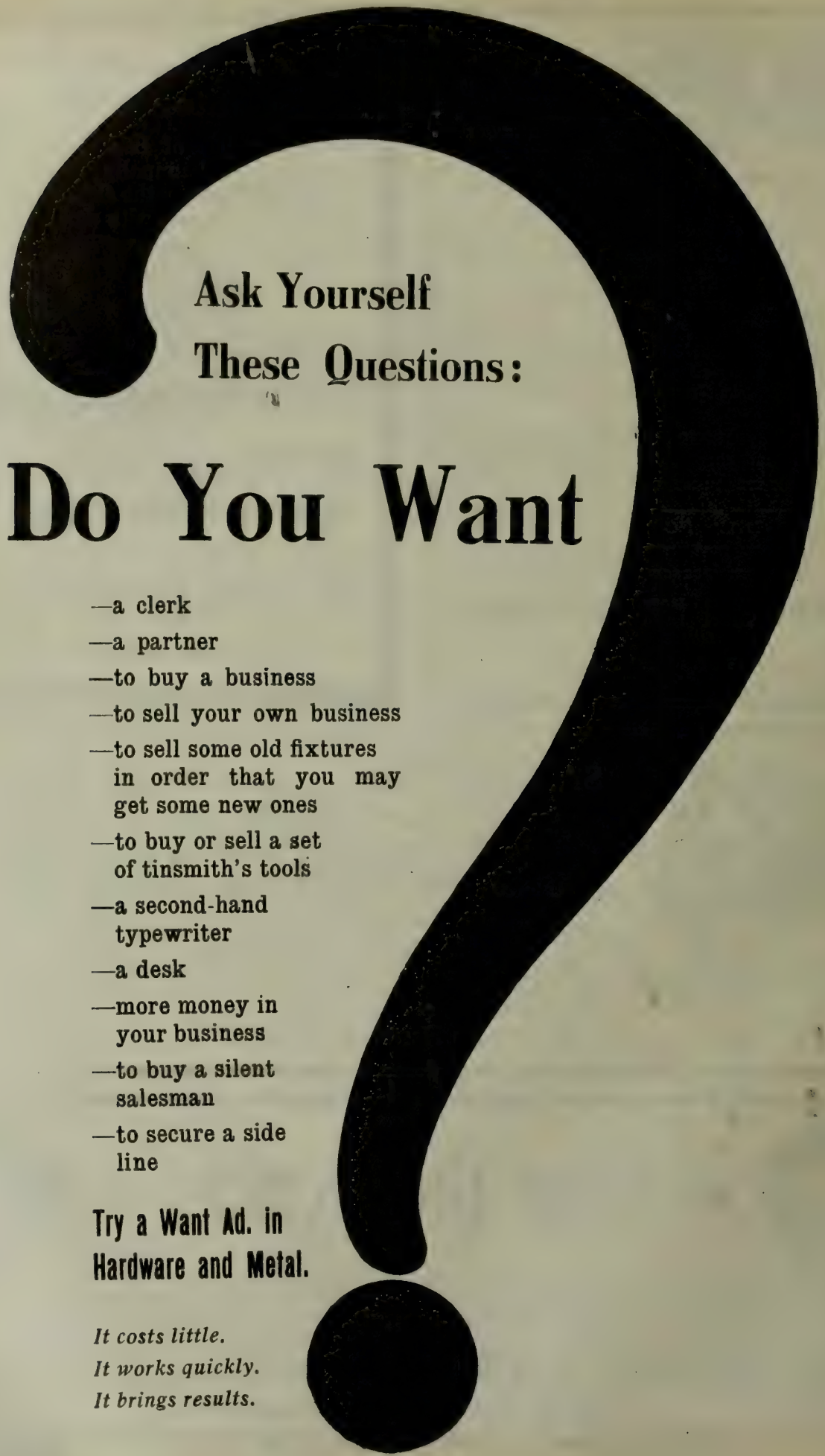


Stop the Leaks

The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal



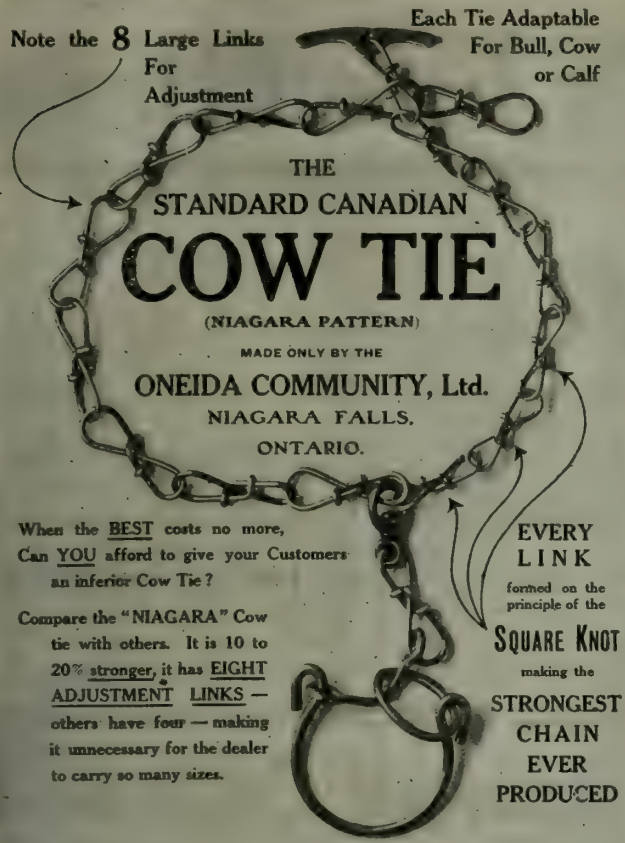
Ask Yourself These Questions:

Do You Want

—a clerk
—a partner
—to buy a business
—to sell your own business
—to sell some old fixtures in order that you may get some new ones
—to buy or sell a set of tinsmith's tools
—a second-hand typewriter
—a desk
—more money in your business
—to buy a silent salesman
—to secure a side line

Try a Want Ad. in Hardware and Metal.

It costs little.
It works quickly.
It brings results.



ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.

Turn Your Losses Into Profits

Cut 6—Under the Floor Outfit.

Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough Investigation? It will cost you but one cent to send a postal for Catalog 5446. Write to-day.

S. F. Bowser & Co., Limited

66-68 Fraser Ave - TORONTO

If you have an old Bowser and Want a new one, write for our liberal exchange offer.

ISLAND CITY BRANDS

OF

Liquid Paints Colors and Fine Varnishes

Reliable and profitable goods for the dealer

Backed by a strong guarantee

Most particular merchants supplying most particular consumers are our customers

Have you an account with us?

If not, open one the next time our representative calls upon you

You will be very much pleased with the treatment you will receive from us

From the well assorted stock which we carry at our different agencies your requirements, wherever you are loc - ted, can be filled promptly

P. D. DODS & CO.

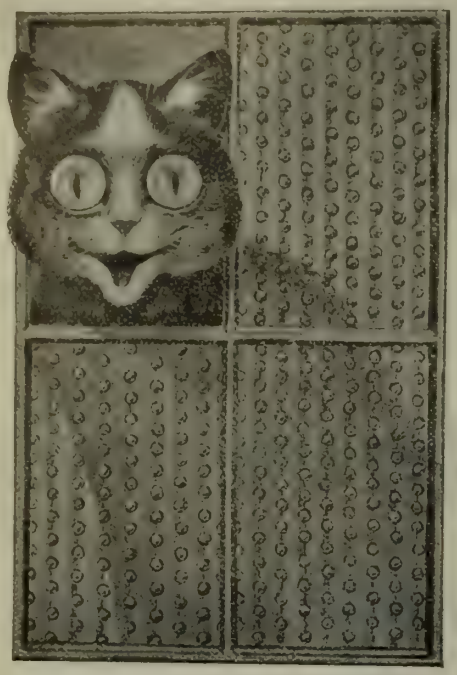
Limited

AGENCIES

The Western Paint Co. - Winnipeg, Man.
J. H. Morin & Co. - - Toronto, Ont.
The Capital Paint & Oil Co. - Ottawa, Ont.

HEAD OFFICES AND WORKS

MONTREAL



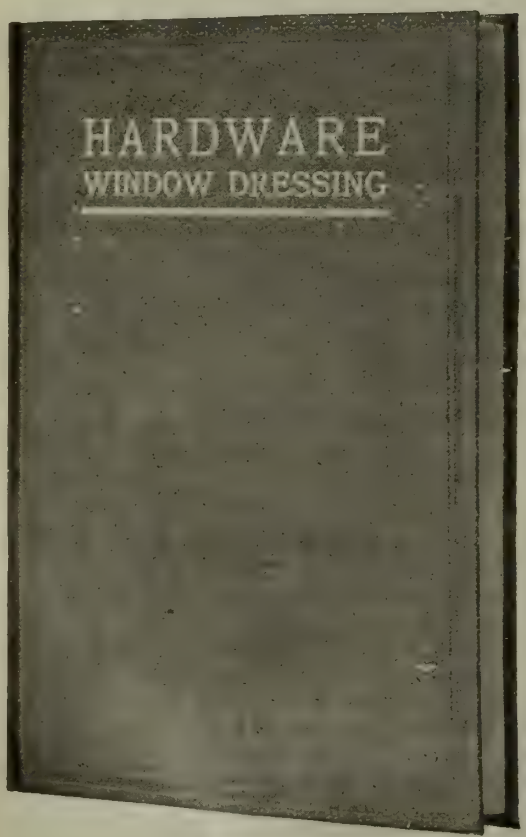
Cat's Eye Glass

This is the latest in Ornamental Glass. It obscures the view but not the light. Being made on a scientific basis it meets the present building conditions much better than the general run of flowery figured designs. Write our nearest office for price and sample.

The HOBBS Manufacturing Co., Limited

FACTORIES AND WAREHOUSE

TORONTO LONDON WINNIPEG



You May Become a Practical Window Dresser For $2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

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BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

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Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets.

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HENRY T. SEYMOUR SHEAR CO. NEW YORK.

have been the Standard for over seventy years

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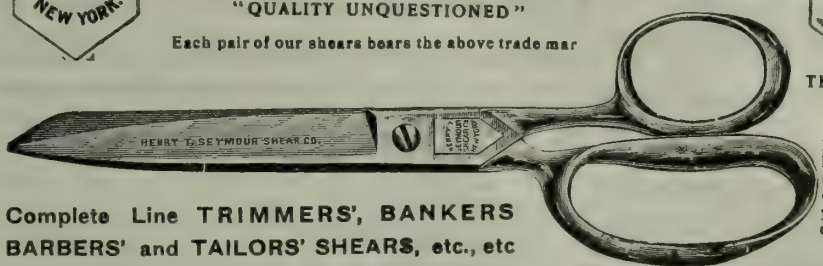

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Agents

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TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

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Manufacturers of

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Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

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Use Our Building Paper and Common Sense and all the ills of your house and outbuildings as to COLD and HEAT will be modified. That is the way you can talk to your customers when they tell you their building worries. Our **Ready Roofing, Tarred Felt, Sheathing and Wrapping Papers** are unique. They have held the trade for years and to-day are in stronger favor than ever.

That is sound dealing.
No other kind wins to-day.

The ROOFING HOUSE of CANADA
ALEX. McARTHUR & CO., Limited
82 McGill Street MONTREAL
F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ....per lb...	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.........	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal Extra, 21c. per lb.; No. 1, 10c.; 2, 8c.; 3 7c; Langwell's anti-friction metal (special), 15c.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb......	0 22
Tubing, iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot...........	14 25	14 00
Cut lengths, round, bars, ½ to 2 in...		21 00
Plain sheets, 14 oz........		21 00
Plain, 16 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base...............		26 00
Braziers' (in sheets). 4x8 base		20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60..................	4 70	4 60
20x28x80	8 90	8 70
.....	9 40	9 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20 ...	3 70	3 50	3 65	....
22-24....	2 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28......	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. .... " 28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2 ..	....	19 25
Middlesboro, No. 3 pig iron..	16 75	19 50
Summerlee, No. 2 " ..	19 00	20 00
Carron No. 1	20 50	....
Carron, special......	19 50	....
Carron, soft	19 00	....
Cleveland, No. 1	17 50	20 50
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron........	32 00	32 50
Ferro Nickel pig iron (Soo)....	....	25 00
Angles.................base	2 60	2 60
Common bar, per 100 lb......	1 85	1 95
Forged iron	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel............	1 85	2 05
Sleigh shoe steel............	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel......	0 15	0 15
Toe calk steel...............	2 35	2 50
Mining cast steel....	0 07½	0 08
High speed	0 60	0 60
Capital tool steel...........	0 50	....
Cammell Laird		0 16
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel.............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb. $32 50 32 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C, 14 x 20 base	....	$6 00
IX, 14x20 "	....	6 50
IXX, 14x20 base	....	7 50

Raven and Vulture Grades—		
I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.		
I C, 14 x 20 base..........	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 25

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	...	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs.
" 14x60, "
" 14x65, " } 6 75

Tinned Sheets.

72x30 up to 24 gauge, case lots	25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 50	3 60
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, 1c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks....................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass....	0 10	0 09¾
" yellow brass	0 08	0 08¼
Light brass................	0 06½	0 06¾
Tea lead.......	0 02½	0 02½
Heavy lead...............	0 02¾	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 50	14 00
Stove plate...............	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers....	0 07½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkin disc and quick opening h t water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N P Union elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " " ...... "	1 65
No. 7 Fuller " " .... "	2 00
No. 4½, " .... "	2 00
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each................	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

OILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC

Bathtubs, 5 feet 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30 $7 85
Flat rim sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3 50.
Low down closet combinations, $14.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch........	2 03	⅛ inch........	2 86
¼ "	2 25	¼ "	3 08
⅜ "	2 63	⅜ "	3 48
½ "	3 16	½ "	4 31
1 "	4 54	1 "	6 19
1¼ "	6 19	1¼ "	8 44
1½ "	7 43	1½ "	10 13
2 "	9 90	2 "	13 50
2½ "	15 81	2½ "	21 56
3 "	20 76	3 "	28 31
3½ "	26 13	3½ "	35 63
4 "	29 70	4 "	40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 70 standard bushings, 70; headers, 70; flanged unions, 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb......	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping........................	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked......................	0 05½
Green copperas (green vitrol)........	0 01
Sugar of lead...........	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	[illegible]
Chrome yellow "	....	0 16
Golden ochre "	....	0 10
French " "	....	0 08
Chrome green "	....	0 09
French permanent green"	....	0 13
Signwriters' black "	....	0 15
Marine black, 25 lb. irons..........		0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums.........	0 17½

PIGMENTS.

Orange Mineral, casks	[illegible]
" 100-lb. kegs........	[illegible]

"Pyramid" Razor Shaves Easy

That is the reason it is so popular and easy to sell. It is the best $2.00 blade on the market—made of high grade magnetic steel, thoroughly ground and evenly tempered, with the finest shaving edge.

SOLD BY ALL LEADING CANADIAN JOBBERS

Manufactured by

Nixon & Winterbottom, Limited, Sheffield, England

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins..	0 70 0 90
" " 5 gal. tins	0 65 0 85
Sherwin-Williams paints, qt tins	1 60
Canada Paint Co.'s pure, qt tins	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson s "English"	1 55
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 16½
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 66 0 70
Linseed Oil, " raw	0 64 0 64
" " boiled	0 67 0 67

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 35
Decorators' Pure	5 85	6 10
No. 1 Canadian	5 50	5 75
Munro's Select Flake White	6 10	6 35
Elephant Genuine	6 10	6 35
Tiger Pure	5 75	5 85
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 75	7 00
" Anchor," pure	5 65	5 90
Ramsay's Pure Lead	5 65	6 00
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		6 00
Robertson's C.P., lead	5 60	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 50
Genuine, 100 lb. kegs, "	5 00 5 00
No. 1, casks, per 100 lbs	4 00 4 00
No. 1, kegs, per 100 lbs	4 50 4 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	5 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
" union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oiloloth	1 50
Lightning dryer	0 75
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 00
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 85
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nichel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 70 1 75
Belgium	1 60 1 90
White Bros. English	2 00 2 05
" Lafarge " cement in wood	3 40
" Iron Clad " cotton	2 10
Iron Clad " paper	2 15
wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 25
over 12 in. " 3 25
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks. 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—
½ x 5 per gross 2 25
6-16 x 5 " 3 40
Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 50 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 2 lbs	0 95

SASH CORD.

No 12, per lb	0 27

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	0 12

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50 14 00
Plain ship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz	6 00 9 00
Double bit, "	9 60 11 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	4 50 6 85

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters', 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 53

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, 7 oz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 2

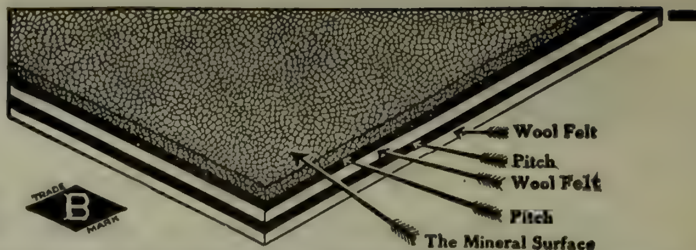
MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round 5 inch. per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $3 dozen
Picks, 17 cents per lb.
Pick handles, $1 85 dozen.
Prospectors' hammers, 20 cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

Amatite ROOFING



Most roofings are made of only *one layer*, but Amatite is made in *five layers*. The bottom layer is wool felt, the next is real Coal Tar Pitch, the third is wool felt, the fourth is pitch again, into which is embedded the fifth layer, namely, the *mineral surface*. If the weather should, in the course of years, wear away the mineral surface and dispose of the layer of Pitch (which is the most waterproof substance on earth), it would still have to penetrate a layer of felt *and* another layer of composition *and* another of felt before the roof would leak. It is easy to see why Amatite lasts so long when you realize how it is made. That mineral surface *requires no painting* or coating whatever, and will take the brunt of the weather without renewal or attention or care. Send for a sample of Amatite. It's free.

THE PATERSON MANUFACTURING CO., LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 15 per cent

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

adian discount, 40 p c.

SCREW DRIVERS.

Sargent's ....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.	....	16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 p.c; No. 3 and 4 grade, 45 p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft, each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	...	50
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross	....	9 00
" " ½ " .... "	....	10 00
" " ⅝ " .... "	....	12 00
Leather, 1-inch ......per doz.	....	4 00
Leather, 1½ " ...... "	....	5 20
Web .... "	....	2 45

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31
Niagara Spray Nozzles, doz	8 30

Less 5 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over	0 10¼
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½
Buckworth, per lb	0 10½

VISES.

Wright's	....	0 13½
Berg's, per lb	....	0 12½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	5 00
Buckworth, per lb	....	0 12

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
C ewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6 00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 5 00
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent

SPORTING GOODS.

CARTRIDGES

"Dominion Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ¼c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c,

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring, 40c.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

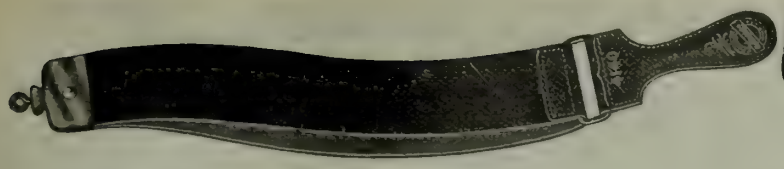
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and
Hutton's "Cross Arrow" flatware, 42½ "Singalese" and "Alaska" Nevada ver flatware, 42 p.c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40 pruning, 70.
Seymour's, 50 and 10 per cent.



CLAUSS RAZOR STROPS

A good strop is as essential as a good razor. Combine the two and you have perfect satisfaction; separate them and you have trouble.

Clauss Strops are Guaranteed to give Perfect Satisfaction

MERCHANTS, WRITE FOR CATALOGUE AND DISCOUNTS

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.
Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, holl.w ware, 45 p.c.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.
Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.
Common, cork-lined, 35 per cent.

EAVETROUGHS.

2 inch, in 10 foot lengths	2 40
12 " " "	2 85
13 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.
Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.
Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE
Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

PIERCED WARE.
Discount 40 per cent.
12-qt. flaring sap buckets, 40 per cent.
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

SHEET IRON WARES
Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS
Lithographed, 60 and 10

OIL STOVES AND OVENS
Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths		7 00
7 inch " "		7 50

Nestable, discount 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 22	
7-inch "	1 35	

Polished, 15c per dozen extra.
Thimbles, 70 p c.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain and retinned, 75 and 12½.

WIRE

ANNEALED CUT HAY BAILING WIRE.
No. 11, $3.80; No. 11, $3.9); No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.
High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.
Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.
Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.
$2.25 base f.o.b., Montreal.

GALVANIZED WIRE.
From stock, f.o.b. Montreal — 100 lb., Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2 25; 10, $2.75; 11, $2.80; 12, $2.40; 13, $3.50; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.30; No. 10 gauge, 5c extra; No. 11 gauge, 15c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 50	2 85

F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized		2 75
Plain		2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style.....per doz.	8 10

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	78 75
Square " "	77 40
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

10 per cent.

WRINGERS.

Royal Canadian, 11 in.. doz	42 25
Improved Royal Canadian, 11 in	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in	45 75
Ottawa, 3 year, 11 in	52 00
Favorite 5 year, 1 in	53 00

20 per cent.

MISCELLANEOUS

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cen
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.
Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 09
Pure Manilla		0 11
"British" Manilla		0 09½
Cotton, 3-16 inch and larger	0 21	0 22
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 08½
" double		0 09
Sisal bed cord, 48 feet.....per doz.		0 65
" " 60 feet "		0 80
" " 72 feet "		0 95

Twine.

Bag, Russian twine, per lb.		27
Wrapping, cotton, 3-ply		0 25
4-ply		0 29
Mattress twine per lb.	0 23	0 45
Staging "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 40; Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita.....per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 30
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 40
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe.....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	30 00
" under 40 lb., "		400
200 lb. and over		50 00

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Canada Metal Co., Toronto
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Blacksmiths' Supplies
Star Mfg. Co., Carpentersville, Ill., U.S.A.

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Brushes
Nelson, H. W. Co., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Hanson-Tilley, J. H., Co., Montreal
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co. Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Joyce, F., & Co., London, England

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Chain
Decatur Bull & Co., Montreal.

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Pulleys
The C. S. Rollston Hardware Specialty Co., Vancouver, B.C.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont.

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls, Ont.

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
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McClary's, London, Ont.
Kemp Mfg. Co., Toron
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Cultivators
Bailey Underwood Co., Ltd., New Glasgow, N.S.

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Decatur Bull, Montreal
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills
Decatur Bull & Co., Montreal.

Electric Dry Batteries
Electrical Specialties, Ltd., Toronto

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
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Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Feather Dusters
Nelson, H. W., & Co., Ltd., Toronto

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.
Watson, Jack & Co., Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Decatur Bull & Co., Montreal.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Fire Pots, Torches, &c.
Otto Bernz, Newark, N.J.

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
Brandon Machine and Furnace Works, Brandon, Man.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass Ornamental
Toronto Plate Glass Importing Co Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.

Glue.
Grove Chemical Co., Appley Bridge, Eng

Hammocks
Dominion Hammock Mfg. Co., Dunnville, Ont
Nelson, H. W., & Co., Ltd., Toronto
The I. E. Palmer Co., Middletown, Conn

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont.

Harvest Tools.
Ross Bros., Edmonton, Alta.

Hinges
Canada Steel Goods Co., Hamilton.
Soss Invisible Hinge Co., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Belleville Iron & Horseshoe Co., Belleville, Ont
Montreal Rolling Mills, Montreal.
Jas. Pender & Co., Ltd., St. John, N.B.

Hose Couplers.
The Time Saving Coupler Co., Toronto

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia
Smith Hardware Co., Montreal

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer, Ont
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Ladders
Martin, S. B., Dalton, Ohio, U.S.A.

Lamp Black.
E Fielding, Toronto
Wilckes, Martin & Wilckes, New York

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Locks, Knobs, Escutcheons, etc
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke. Ont.

Mail Boxes.
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Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb. Alexander, Montreal.
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Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
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Gibb, Alexander, Montreal.
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Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
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Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John. & Sons, London, Eng.

Mining Drills
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Mop Wringers.
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Nails Wire
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Dominion Wire Mfg. Co., Montreal.
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Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
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Frothingham & Workman, Ltd., Montrea
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Kerr Engine Co., Walkerville, Ont.
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Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Stairs, Son & Morrow Halifax, N.S.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Portable Ovens
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The Parmenter & Bulloch Co., Gananoque, Ont.

Rivets, Bifurcated and Tubular
The Parmenter & Bulloch Co., Gananoque, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barber Asphalt Co, Philadelphia
The Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
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McArthur, Alex., & Co., Montreal.
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Rubber Stamps
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Howarth, James, & Sons, Ltd., Sheffield, Eng.
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Screws, Nuts, Bolts.
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Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
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Shaft Splice
Hercules Shaft Splice Co., Stratford, Ont

Shovels and Spades.
Frothingham & Workman, Montreal.

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McGlashan, Clarke Co., Niagara Falls.

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Sprayers
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E. T. Wright & Co., Hamilton

Spring Hinges, etc.
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Stamped Metal Plates
Hamilton Stamp and Stencil Works, Hamilton

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

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Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Steel Stamps
Hamilton Stamp and Stencil Works, Hamilton

Stencils
Hamilton Stamp and Stencil Works, Hamilton

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McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.
Davidson, Thos., Mfg. Co., Montreal.
Gurney-Foundry Co , Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Record Foundry & Machine Co., Montreal and Moncton, N.B.
Jas Smart Mfg Co, Ltd, Brockville, Ont

Structural Steel.
The Hamilton Bridge Works Co, Ltd, Hamilton, Ont

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton

Tapes.
Lufkin Rule Co., Windsor, Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Toe Calks
Jas. Pender & Co., Ltd., St. John, N.B.

Tools—All Kinds.
Howarth, James, & Sons Ltd., Sheffield.
Wm. Jessop & Sons, Sheffield, Eng.

Trade Checks
Hamilton Stamp and Stencil Works, Hamilton

Trimmers and Snips
Decatur Bull & Co., Montreal.

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont
Excello Specialty Co., Berlin, Ont.

Wagons—Childrens.
Gendron Mfg Co., Toronto
Woodstock Wagon Co., Woodstock

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montrea
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice. & Son, Toronto.
Hobbs Hardware Co., London, Ont
Wm Stairs Son & Morrow Co., Halifax

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.

Heavy and Shelf Hardware

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

ALLAN, WHYTE & CO.'S WIRE ROPES,
ARTHUR JAMES' FISH HOOKS,
IMPERIAL COTTON DUCK,
SCOTIA READY MIXED PAINTS.

General Offices and Warehouses, - - 174 to 196 Lower Water Street

"THE ENGLISHMAN'S HOME"

is SAFE if ALL his family can use a RIFLE.
THE ONLY RIFLE MADE IN CANADA is the famous

ROSS RIFLE

In Going after Big Game, the important force is the **RIFLE.**

Our New Sporting Models delight the keen shot.

For Range Shooting the marksman cannot afford to be without a **ROSS MARK III RIFLE.**

We have the written testimony of the best riflemen in the world, and the **ROSS RIFLE** has stood the severest tests in the best rifle matches of the world, **BISLEY** especially being loud in praise of the **CANADIAN RIFLE.**

The Sporting Rifles retail at $25 up and sell themselves. Try a sample order.

HANDSOME CATALOGUE ON APPLICATION

ROSS RIFLE COMPANY, Quebec City, P.Q.

Up to the Times

During our career of more than a third of a century we have always been leaders in the introduction of progressive methods. As a result the quality of our goods is unquestionably the standard.

WIRE NAILS

Machine Screws, Iron, Brass and Copper Rivets and Burrs; Staples, Corrugated Fasteners; Stove, Sink, Tire and Sleigh Shoe Bolts; Bright Wire Goods; Wire—Bright, Coppered, Tinned, in coils and cut to lengths, etc.

All Jobbers Handle Our Lines

Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

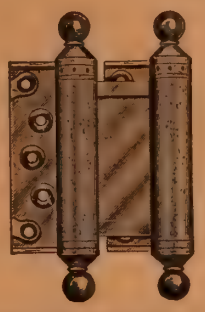
WALKERVILLE, ONT.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK

CHICAGO BALL-BEARING FLOOR HINGE

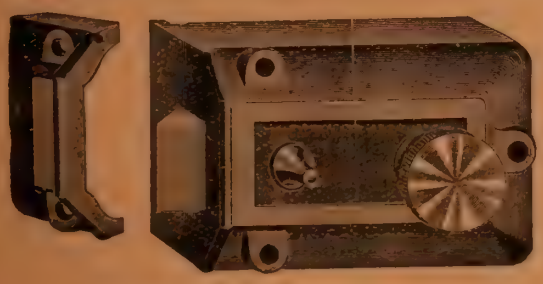
TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

The Spring Building Trade is just about due



Cylinder Night Latch, No. 103.

Have you the right assortment of rim and mortise locks, inside, front door and store door sets, and

BUILDERS' HARDWARE

to meet the big demand? Ask your jobber to show you the Peterborough Lock Company's line. Sold by all the leading Canadian jobbers.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals

Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

EKERT PROCESS

RADIUM

PAT. IN CANADA 1907

VALVE DISCS

Nothing to equal them has ever been made

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Winnipeg Calgary Vancouver

We can Quote Lowest Prices for

Tinplates--Coke and Charcoal, all sizes and qualities
"Apollo" Galvanized Canada Plates
Ceiling Plate
Black Plate
Enamelling Stock, etc.
"Apollo" Galvanized Sheets
American Bessemer Black Sheets
Wellsville Polished Steel Sheets
Patent Planished Sheet Iron
Range Steel

And special qualities of Steel Sheets suitable for all purposes.

B. & S. H. Thompson & Co., Ltd.

Dominion of Canada Sales Agents,

United States Steel Products Export Company, New York,

Sheet Steel and Tin Plate Departments.

DELTA

DELTA FILE WORKS

CARVER FILE CO.

PHILADELPHIA, PA.

An Independent organization not connected with the trust in any form, shape or manner.

FILES OF QUALITY

DELTA

FILES

The Highest Grade File Made
The File You Will Eventually Buy

BE FILE Particular

AND USE

DELTA FILES

THERE IS A REASON

Absolutely Crucible Steel Used; Highest Grade of Skilled Labor Employed; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

CARVER FILE COMPANY **DELTA FILE WORKS** Philadelphia, Pa., U.S.A.

AN INDEPENDENT ORGANIZATION NOT CONNECTED WITH THE TRUST IN ANY FORM, SHAPE OR MANNER.

HARDWARE AND METAL

STOVE AND WESTERN NUMBER

CANADA JULY 24 1909

OFFICE OF PUBLICATION 10 FRONT ST. E. TORONTO.

THE MACLEAN PUBLISHING COMPANY LIMITED

MONTREAL TORONTO WINNIPEG

LONDON ENG. CHICAGO NEW YORK

"ACORN" METAL CEILINGS *are the kind for YOU to push : : :*

A COLONIAL CENTRE PIECE OF GREAT BEAUTY

Dealers You can be sure of the most modern and saleable sheet metal goods if you tie up to the "ACORN" line. We have always led the trade, and our dealers have got in on the ground floor with the latest and best sheet metal products.

Our new Metal Ceiling Designs are as far ahead of other goods in this line as SAFE LOCK Shingles are ahead of *their* competitors. They sell because they are better than the rest—not because they are cheaper. And your *best* customers think more of quality than of price.

Let Us Help You to Make Money on "Acorn" Metal Ceilings

METAL SHINGLE & SIDING CO., Ltd.

PRESTON AND MONTREAL

STOCKS CARRIED AT THE FOLLOWING CITIES

St. John, N.B.
Emerson & Fisher, Ltd.

Quebec
J. A. Bernard

Toronto
G. P. Breckon & Co.

Winnipeg
Clare & Brockest

Calgary
Ellis & Grogan

Vancouver
William N. O'Neil & Co.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

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VOL. XXI. PUBLICATION OFFICE: TORONTO, JULY 24, 1909 NO. 30

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS
For Sale by leading Wholesale Hardware Houses

STEEL GLOBE SHEETS
are giving excellent results
FREE FROM BUCKLES AND SCALES
John Lysaght, Limited
Makers
Bristol, Newport and Montreal
A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

There's Nothing Quite As Good As
Mrs. Potts' Sad Irons

They come in a variety of patterns—the solid pattern with rounded top, with no loose plates or screws; with patent stand fitted to the handles by which the handle will always sit up.

THEY ARE PERFECT IN EVERY RESPECT

and will give satisfaction to your women customers. Any discerning, prudent hardware dealer knows that when he pleases the ladies he generally captures the trade of the entire household. : : : : : : :

These sad irons are either nickel plated or have polished Japan tops.

Taylor-Forbes Co., Limited
HEAD OFFICE AND WORKS
Guelph - Ontario

TAYLOR-FORBES CO. Limited, 122 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST JOHN, N.B
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.

Index on page 140-141—Want Ads. page 139

Substitution Is Costly

Mr. Dealer:—

I guess the man who said "The 20th Century belongs to Canada" knew what he was talking about. Why, trade has so improved in the last few months that we have nearly forgotten the spell of "hard times" that Canada felt last year.

Everywhere we look we find the same conditions exist—we find dealers rejoicing over the fact that on looking over their books they find they are doing from 30 to 50% more business than last year.

The manufacturers are finding difficulty in keeping abreast of their orders, especially so in the sheet metal building material line. This material is growing in favor with the Canadian people each day and it is up to the hardware merchant to clinch its permanency as a roofing and general building material. This can be accomplished only by carrying the best goods, and by never substituting with an inferior brand because a few cents cheaper. Substitution is costly to the dealer.

See what this growing demand means to you, Mr. Dealer, in increased business. Your wisest course is to devote your energies towards co-operating with the manufacturers who are doing so much for you by extensive advertising and promoting the uses of Metallic.

The Hardware Merchant should see that the confidence of the people is not played upon. Take Metal Shingles, for instance; many "imitations" of the most popular metallic shingle, the "Eastlake", are flaunted before the public as being "just as good."

You, Mr. Dealer, realize the entire absurdity of this claim. You know sheer merit has won for "Eastlake" Steel Shingles the unrivaled position they now command, as the BEST roofing material.

One point in particular proves the superiority of the "Eastlake". That clear, bold "Eastlake" pattern is embossed so deeply that only the toughest, finest sheet steel can be used. An inferior material would crack and cut—that's why *you cannot get an inferior "Eastlake"*. Then take the "Eastlake" countersunk cleat and side lock and gutter, all special patented features which cannot be improved upon, Why, the "Eastlake" has proved its durability and weatherproof qualities by actual wearing tests. Look at the roofs covered with "Eastlakes" 25 years ago that are in perfect condition to-day.

These are the goods the wise dealer carries. Don't fool yourself and fool your customers by substituting or even carrying an inferior brand, for a SATISFIED CUSTOMER MEANS A PERMANENT CUSTOMER.

It will pay you to read over and note the list of products on the opposite page, all of the same high standard, manufactured by the oldest and largest sheet metal building material firm in Canada, The Metallic Roofing Co., Limited, of Toronto and Winnipeg.

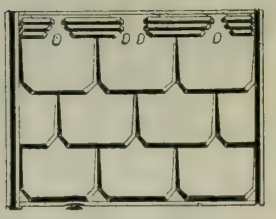
—The Philosopher of Metal Town

Manufacturers

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

Metallic Goods—
It Pays to Handle

"EASTLAKE"



STEEL SHINGLES

It does not pay to handle an inferior line of sheet metal building materials—a line you have to apologize for by continually saying "They are just as Good." Stock absolutely guaranteed, high-class goods—goods that are universally known as the BEST.

Look over this list—check up your shorts, then write us for our handsome large catalogue and quotations.

"EASTLAKE" METALLIC SHINGLES:

The one best fireproof roofing material for houses, barns, warehouses, etc. Recognized for a quarter of a century as the most durable.

METALLIC CEILINGS AND WALLS:

The ideal sanitary interior decoration for residences, offices, stores and warehouses. Tell the merchants of your town of its durable, fireproof, artistic qualities. The best for store interiors.

ROCK-FACED AND MANITOBA SIDING:

Rock-Faced in brick or stone designs for houses, automobile sheds and outbuildings. Gives the appearance of genuine brick or stone. Manitoba steel siding for elevators, barns, etc. Fireproof, durable and economical.

GALVANIZED CORNICES, FINIALS, CONDUCTOR PIPE AND EAVETROUGH:

A full line of Architectural Sheet Metal building material, all of the best galvanized sheet steel.

METALLIC SKYLIGHTS, VENTILATORS AND LATH:

Aids to fireproof construction. The "Hayes" patent steel lath is the best, most economical lathing, making a strong, rigid wall. The choice of the contractor and architect.

FIREPROOF GLASS WINDOWS AND DOORS:

The "Impervia" Wire Glass Window is an absolute check to the fiercest fire. The joints are riveted—no solder to melt under great heat.

METALLIC PORTABLE CORRUGATED GRANARIES:

Fireproof, Lightning-proof and Storm-proof. The roof is of sheet steel, much more durable and weather-proof than the canvas roofs of the other makes. They are an absolute protection for the grain.

Mr. Dealer, watch the new buildings. Suggest the use of Metallic for the roof, etc. Explain its many advantages. If you get measurements we will send you complete estimate of cost of job. This business is worthy of your attention—it means money to you. 1790

———Manufacturers

The Metallic Roofing Co Limited

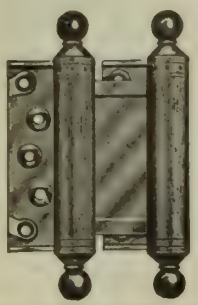
TORONTO & WINNIPEG

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

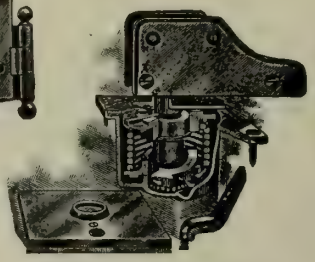
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

THE HANDY TENT-COT

Retails at $12.00. To the Trade, $8.00

CARRY A FEW IN STOCK, THEY ARE READY SELLERS

For all **Out-Door Sleepers, and invaluable for Invalids, Campers, Fishers, Hunters, Prospectors,** and those who spend days and nights out of doors.

Weighs but 30 lbs., and can be folded up and carried under the arm, or thrown into a boat.

CUTTEN & FOSTER

Manufacturers

30 WELLINGTON ST. E., TORONTO

DEPARTMENT "H."

ICE CREAM FREEZERS THAT SELL

THEY ARE
Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

THEY EXCEL IN
Easy Running
Quick Freezing
Economy
Convenience
Practical Results

"LIGHTNING"

"GEM"

"BLIZZARD"

THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers.

SEND FOR CATALOGUES

NORTH BROS. MFG. CO., - Philadelphia, Pa., U.S.A.

POLICE GOODS

Bean's Improved Leg-Irons

One pair in a box.

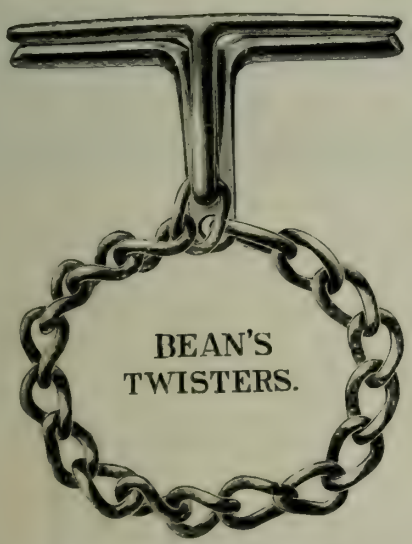
These Leg Irons can be unlocked from either side, and the **lock can be removed for repairs** when the leg-iron is open, but when the leg-iron is closed the lock cannot be taken out. It has a double-swivel link, and there are no projecting arms, and no corners that can cut either officer or prisoner. The leg-iron is light, its weight being **21 ounces.** They have set locks and cannot be locked by accident, are always under control of the officer, and **cannot be unlocked without the key.**

Bean's Improved Handcuffs

These Handcuffs are made to meet the demand for a handcuff of a higher quality, a lighter and better-finished cuff. This cuff can be unlocked from either side, and the **lock can be removed for repairs** when the cuff is open, but when the cuff is closed the lock cannot be taken out. It has a double swivel link, and there are no projecting arms, and no corners that can cut either officer or prisoner. The cuff is light, its weight being **12 ounces.** They have set locks, and cannot be locked by accident. They fit all sizes of wrists, and are always under control of the officer, and **cannot be unlocked without the key.**

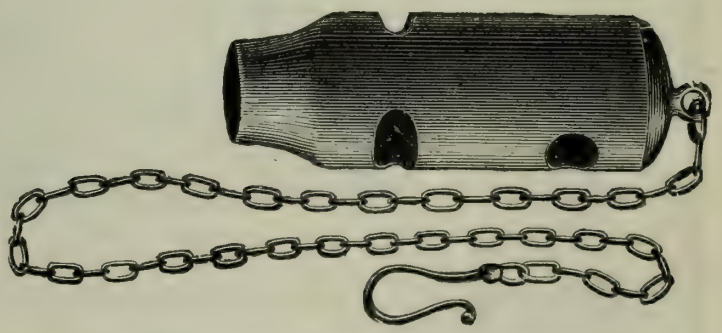
One pair in a box.

Bean's Improved Twisters



The above cut illustrates the Bean Improved Twister. The twisters are well polished and finely nickel-plated, and will stand the strain which any officer may wish to use.

Police Calls



BEAN'S, with 12-inch chain and hook, nickel-plated.

One dozen in a box.

Sole Leather Clubs

12-OUNCE BEAN'S—12 inches long, sole-leather butt, neatly braided leathe handle, rawhide loop, iron swivel in head.

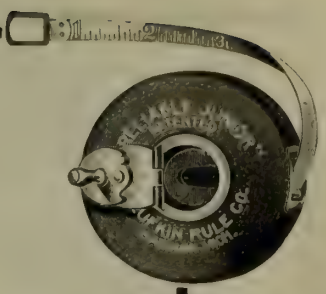
Police Goods are not usually carried in stock by Hardware Jobbers. This advertisement will serve to let you know where you can get them.

SPORTING GOODS CATALOGUE NOW READY FOR MAILING

LEWIS BROS., Limited

IMPORTERS AND DISTRIBUTORS

OTTAWA TORONTO **MONTREAL** CALGARY VANCOUVER

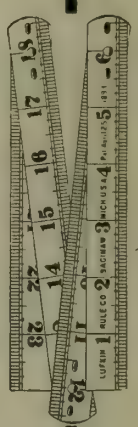


A GOOD PROFIT

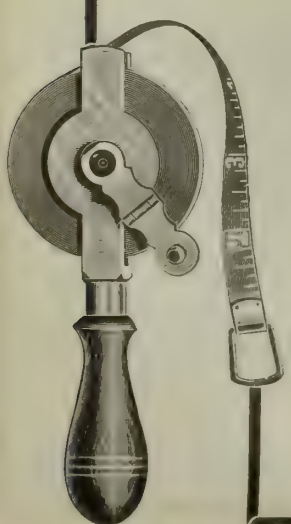
And a satisfied customer are the returns to those who sell

LUFKIN

Tapes and Rules



They are easy to sell too, for they best combine all the fundamental features, namely, Accuracy, Durability and Superior Workmanship. The fall demand will be bigger than ever, and the wise merchant will be in on the ground floor with a complete stock. If you haven't our catalogue, ask for it. It's the foreword to a better business.



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

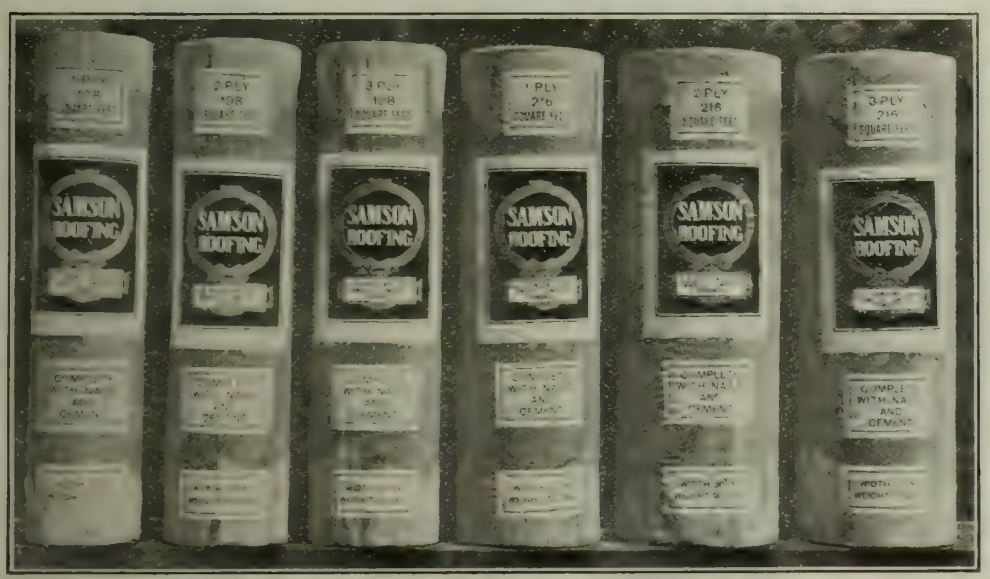
The only manufacturers of Measuring Tapes in Canada. Represented by all prominent Canadian Jobbers, and by merchants throughout the entire world.

"SAMSON"

Weatherproof Ready Roofing

IS SUPERIOR.

Give it a trial--it has our confidence.



The Composition.

The Simplicity to Handle.

The Clean Rolls.

Its Lasting Nature.

The Price.

It is the PURE wool felt saturated with the very best asphalt and then covered with a heavy cement on both sides, that makes "Samson" reliable.

Very simple to lay, either on steep or flat roofs. All you need is a pair of hands and a hammer. The large head nails and cement are on the inside of each roll. In rolls of one or two squares, either 1, 2 or 3 ply.

H. S. Howland, Sons & Co. Limited,

Wholesale Hardware Merchants, - - TORONTO.

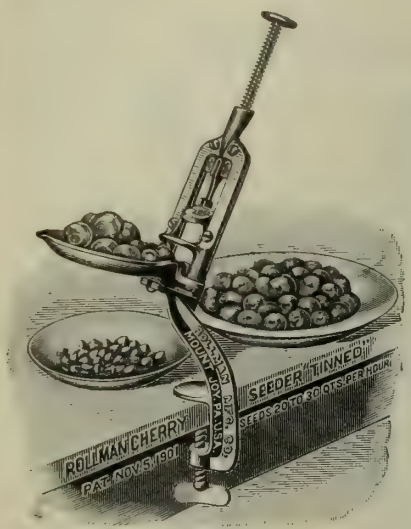
We ship promptly. **Graham Nails are the best.** **Our prices are right.**

Seasonable Goods

Sell the Best — Make Large Profits

Goods that are in Great Demand

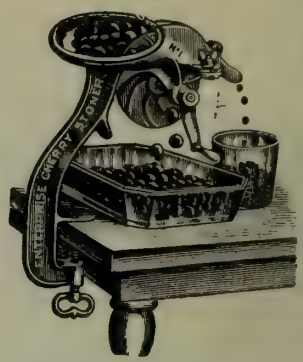
For Family Use. — Good Money Makers



"ROLLMAN"
CHERRY SEEDERS

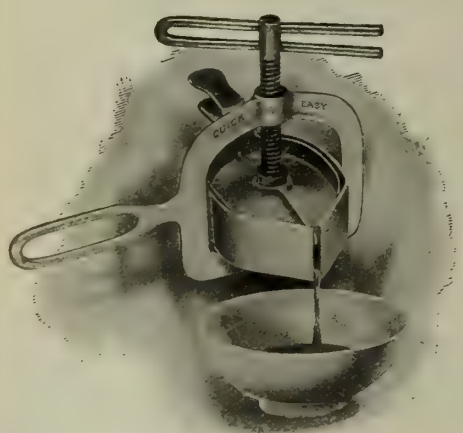
"Enterprise"
adjustable for large or small cherries.

"Rollman"
seeds fresh or canned cherries,
Twenty to thirty quarts per hour.



"ENTERPRISE"
CHERRY SEEDERS

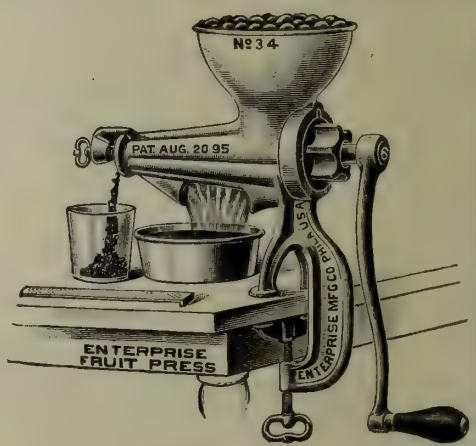
MASLIN KETTLES
Sizes 4 to 24 Quarts.



"QUICK AND EASY"
FRUIT AND MEAT PRESS

"Enterprise" No. 34
Best Machine on the market for making wine and jellies.
Capacity, one quart.

"Quick and Easy"
For all kinds of fruit and meat.



"ENTERPRISE"
FRUIT PRESS No. 34

Large Stock. **Ask our travellers about these lines.** **Prompt Shipments**

F.&W.

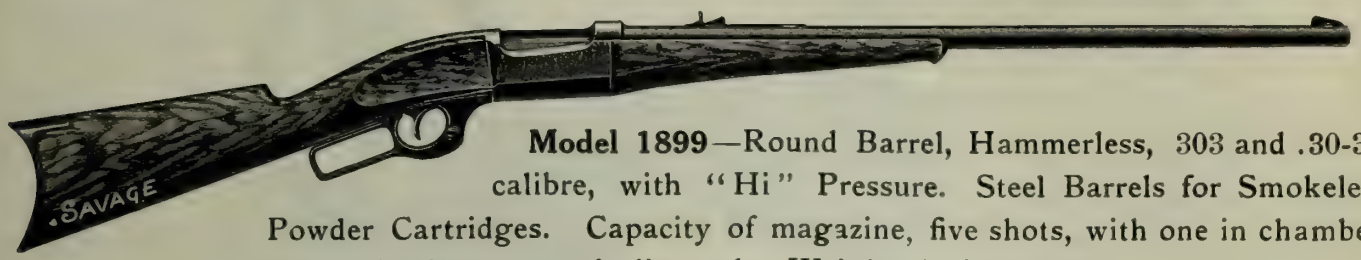
FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

F.&W.

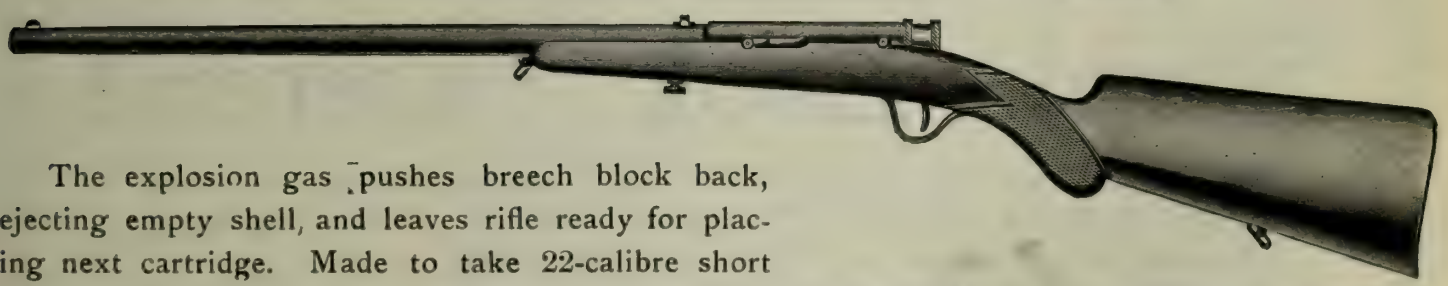
Savage Repeating Rifles



Model 1899—Round Barrel, Hammerless, 303 and .30-30 calibre, with "Hi" Pressure. Steel Barrels for Smokeless Powder Cartridges. Capacity of magazine, five shots, with one in chamber places six shots at user's disposal, Weight, 7½ lbs. each.

Model, 1903—Hammerless Take Down, 22 RF.; Calibre, 24 in.; Octagon Barrel; takes short, long, or long rifle cartridges without change of mechanism. Magazine holds seven shots. Weight, 5¼ lbs. each.

NEW "BAYARD" Semi-Automatic Rifle



The explosion gas pushes breech block back, ejecting empty shell, and leaves rifle ready for placing next cartridge. Made to take 22-calibre short RF. cartridges loaded with smokeless powder. This rifle is sold at a much lower price than full automatic rifles.

Caverhill Learmont & Co

Montreal and Winnipeg

RANGE MAKERS

Stop! Look! Listen!

Your STEEL RANGE EQUIPMENT is not complete without one of our DEEP THROAT POWER PUNCHING PRESSES. These are manufactured in three sizes, viz.: 12, 18, 24-inch GAP.

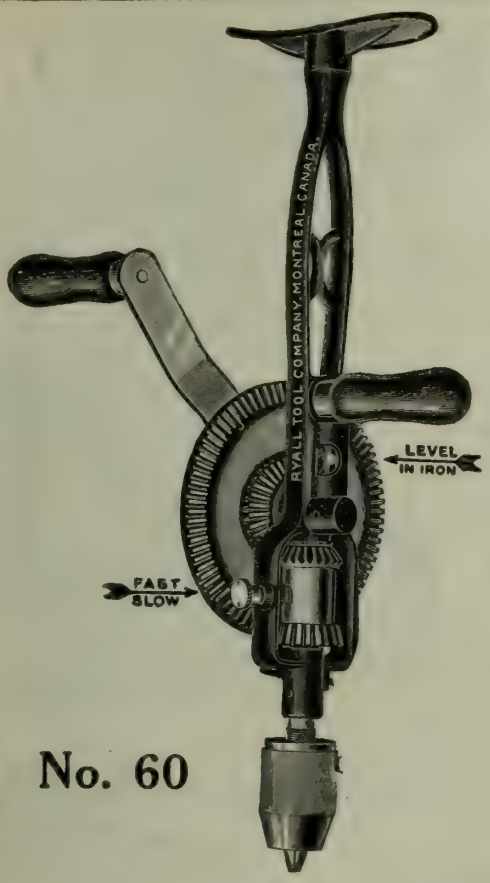
REVERSIBLE KNIVES can also be attached for cutting out the CENTRES of the sheet.

You can stamp out the OVAL HOLES in this press as well. We supply the necessary dies. Don't forget we manufacture a complete line of

Range Makers' Machinery

The Brown Boggs Co., Ltd. - Hamilton, Ont.

Presses. Dies. Tinsmiths' Tools. Sheet Metal Working Tools.



No. 60

No. 60 Breast Drill

Manufactured by

Ryall Tool Company, Montreal, Canada

RYALL TOOL CO. Breast Drill is carefully designed and proportioned, durable, easy working and strong.

FRAME—Finished in black and yellow enamel.

HANDLE—Polished Hardwood.

BREAST PLATE—Adjustable to any position.

GEARS—All gear teeth cut from solid metal, and the small pinions from rolled steel bars. Double gears equalize the bearing.

CHUCK—Nickel-plated, three-jawed chuck with knurled sleeve, holding round straight shank drills No. 0-½ in. in diameter.

LEVEL—Is set in perfect alignment with the chuck and handle, which enables the drill to be held true. It is set in solid iron where it can be seen while in use, and is protected from all but intentional injury.

SPEEDS—Two speeds, one approximately three times faster than the other; readily changed to fast or slow by turning the knurled nut on the frame marked "F" and "S," at the same time turning the large gear slowly so the clutch may drop in.

SPINDLE—Runs in case-hardened, anti-friction cone bearing.

Length: 16 inches over all. Weight: 61 lbs. per doz.
Packed one drill only in a linen reinforced cardboard box.

Write for Catalogue.

Decatur, Bull & Co.

Selling Agents MONTREAL, CANADA

OUR NEW CATALOGUE

No. 71

TRADE W B MARK

Is just off the Press.

TRADE W&B MARK

It lists our complete line and if you have not received a copy write for one to-day.

The WHITMAN & BARNES MFG. CO.

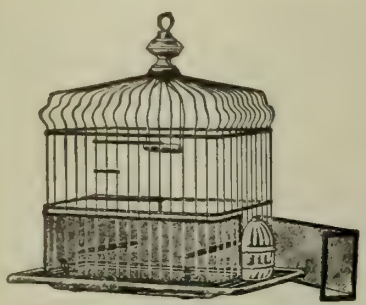
Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

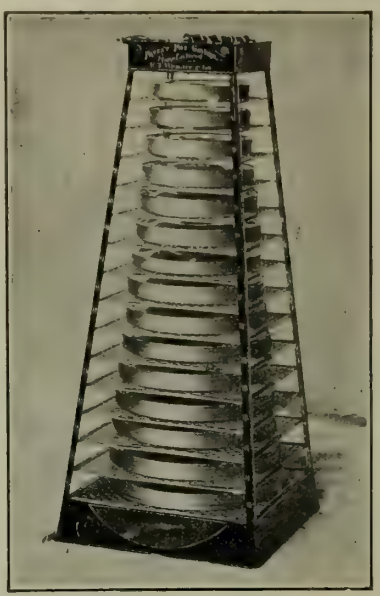
E. T. WRIGHT & CO.

HAMILTON
CANADA

Manufacturers of Everything Required for the Kitchen



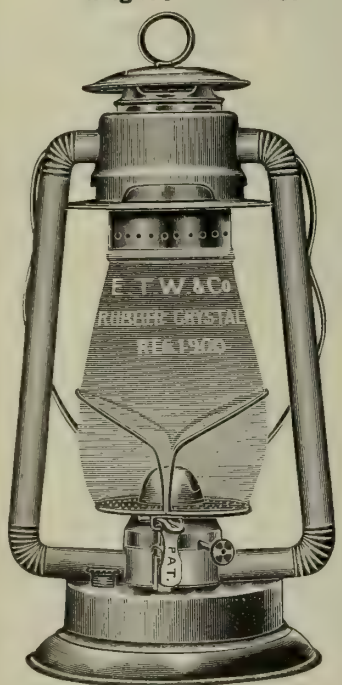
CAGES--All sizes and styles for Canaries, Parrots and all small animals.



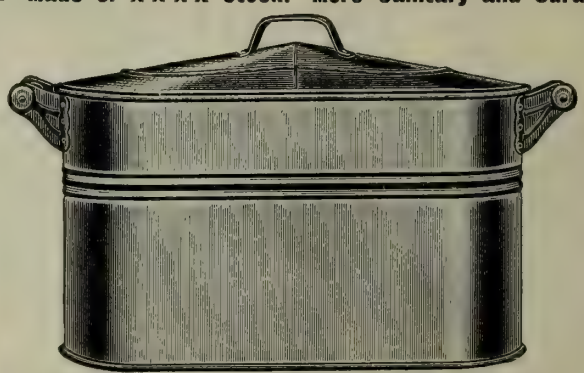
POT COVER STAND—An ornament and convenience in every store. Holds 15 dozen covers from 8 to 15 inches.

THE "ANTI-RUST" DIPPER—Indestructible.

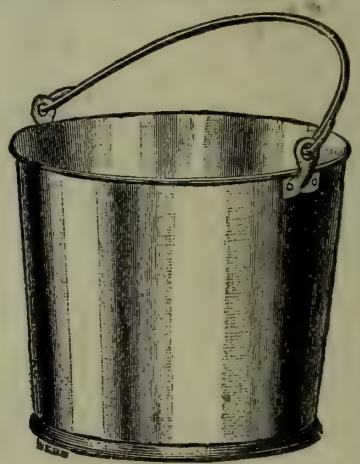
Wright's "Anti-Rust" Line—Made of X X X X Stock. More Sanitary and Durable than any Enamel Ware



No. 2--Cold Blast.



THE "ANTI-RUST"---Nos. 8 and 9. Flat or Pit Copper Bottom, "Easy-grip" handles. Pieced Covers.

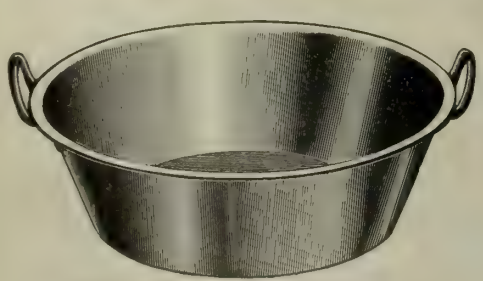


THE ANTI-RUST" DAIRY PAIL---12, 14 and 16 quarts.

OUR SPECIALTY CATALOGUE WILL BE OF INTEREST TO YOU. WRITE FOR IT

We want to send you one of our new general catalogues showing you the entire line of goods we produce. Let us have your name and address.

No. 1--Asbestos Toaster.



THE "ANTI-RUST"---14, 17 and 21 quarts.

ASBESTOS MATS, Light and Heavy. No. 2 and No. 3 Toasters.

Manitoba Agents: Messrs. Merrick, Anderson & Co., Winnipeg, Man.

A Lantern With Merit

"BANNER" Lanterns are made of heavy IX Tin throughout and well finished.

OIL WELL is extra large with double-seamed bottom, thus preventing liability of leaking.

FOOT is also seamed on, which keeps bottom up sufficiently from ground to prevent it rusting out or the lantern upsetting if placed on rough ground.

LOCK. This is a patented automatic device which never fails to hold up the globe and is easily released. It also raises the globe high enough to permit removal of burner to trim or replace wick without taking off the globe.

GUARD is strong and substantial and constructed so as not to come in contact with the globe, thereby eliminating breakage.

EYELETS are made of brass and inserted to give a finish as well as strength to the opening where the bail enters.

FEEDER SCREW is extra large for refilling oil well. The burner opening should not be used for filling as it allows oil to lodge in the central draft chamber, thus attracting dust and interfering with brightness of the flame.

RUSTING. The hood, oil well, and upper globe retainer are seamless and drawn from heavy tin. This drawing process makes the surface susceptible to rust. We therefore sweat it over with pure tin to prevent rusting.

STRENGTH. The most exposed parts are embossed or corrugated to give them strength.

DRAFT. There is just the proper amount of draft with a perfect wind cut-off. No unnecessary openings to interfere with the draft or to become receptacles for dirt.

GUARANTEE. Every "Banner" Lantern is guaranteed wind-proof.

Ontario Lantern & Lamp Co. Ltd., Hamilton, Ont.

BANNER TRADE MARK.

BANNER TRADE MARK.

SUPERIORITY OF LAMP BURNERS

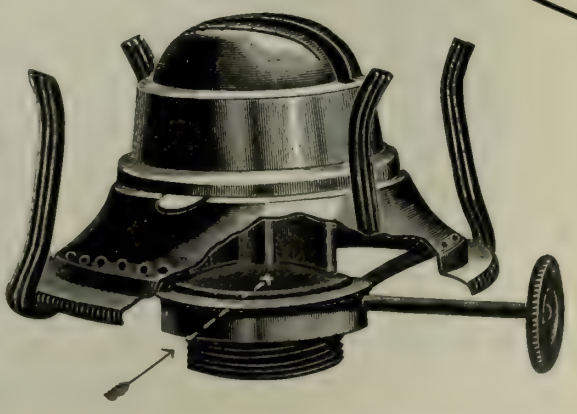
All our well-known makes of Lamp Burners, such as, "ONTARIO," "CANADA," "BANNER," "CLIMAX," "HICONE," "SECURITY" and "BING," have the screwpart covered over with a cap which prevents the accumulation of dust, charred wick and matches, dead insects, etc., thus becoming saturated with oil and liable to catch fire or clog the wheels.

GUARDS are strong and substantially put on. The lower ends are securely fastened to the body of burner and are also clamped on in such a way that they cannot pivot around as they would if only held by a rivet.

RATCHETS are forced onto the shaft so they cannot become loose and do not require soldering.

MATERIAL. We use the very best quality of brass obtainable and every burner is lacquered so as to retain the bright finish.

GUARANTEE. Every burner of our manufacture is fully guaranteed.



Make the Weather Man Work for You

The thought of ironing on a hot day is enough to dishearten the most patient housewife.

Why not take advantage of the "weather man's" assistance to exploit the hot weather features of

ASBESTOS SAD IRONS

AN IRON FOR EVERY PURPOSE

Make a cool-looking window display with show cards worded:

"Anti-Perspiration Ironing" **"Irons for Hot Weather"** **"Require Less Fire"**
"Direct the Heat to the Right Spot"

While your display is showing, run one or two newspaper ads to reach persons who may not see your window.

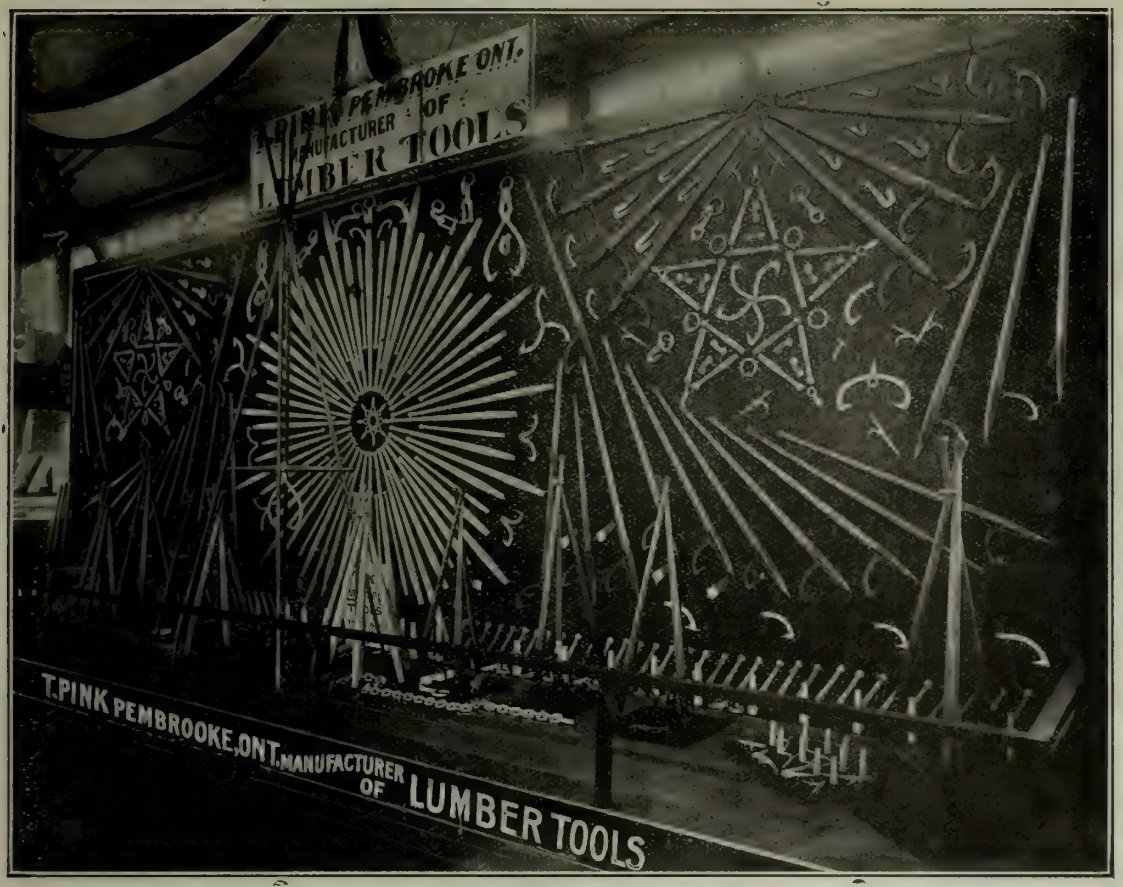
A Good Head Line for an Ad Would be

Irons That Don't Leak Heat

If you want us to write the text and furnish cuts, don't hesitate to ask us. Be sure to have us send you our "Guide to Demonstrating" so that your salespeople can get full action out of your advertising. : : : : : : : : : : : : :

THE DOVER MANUFACTURING CO.

CANAL DOVER, OHIO



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

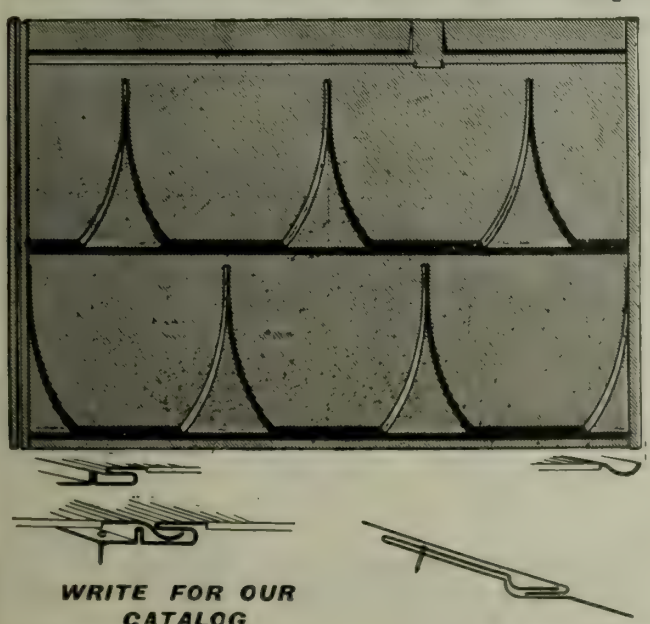
Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

BOOM the Metal Ceiling, Siding and Roofing Trade.

You can do it by approaching prospective builders with enthusiasm in your heart—and our brand new catalog in your hand. Show them the Crown Patent Steel Shingle, the ideal Roofing because of its superior lock, is fire-proof, weather-proof—almost wear-proof. And for interior walls and ceilings show them our handsome designs—a design to suit every taste.

You can boom business if you only will.



WRITE FOR OUR CATALOG

Isn't this a handsome design? And it's only one of many more equally handsome.

McFARLANE & DOUGLAS, LIMITED, OTTAWA, Canada

Crescent Brand

Registered

IMPORTANT ANNOUNCEMENT

There is a gradual rise taking place in the value of all commodities.

Deliveries of raw material are not so prompt as they have been.

Good buyers seem to have come to the conclusion that it is good business to anticipate their wants some time into the future.

Authorities have recently expressed their opinion that the balance of this year and next year will be the busiest in the history of Canada.

Only a short time ago it was necessary for buyers to look ahead and anticipate their wants for six months.

PRICES TO-DAY ARE AT THE BOTTOM

There will be a wonderful revival in most all lines of business — none more so than in Steel and Iron Hardware.

We have backed up our belief in an increasing business by building large additions to our plant, installing modern machinery, making large purchases of raw material, and recommend that our customers buy promptly and liberally to insure prompt delivery when the rush season opens.

Of course you will want the best; so order Hinges, Butts, Plated Butts, Brackets, etc., etc., from us.

Canada Steel Goods Company, Limited

MANUFACTURERS - - -- HAMILTON, ONTARIO

METALS

Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

"GOOD CHEER"

Stoves for the North-West

Western requirements have been our special study during the past three years, with the result that to-day we are equipped with a line of Stoves, Ranges and Furnaces for that market second to none.

This issue, being a Western number, we show herewith as many of these lines as our space will permit, but sufficient to convince that "we have the goods."

Our manufactures cover the full line of steel and all cast goods in wood and coal and wood Cooks and Ranges, Box Stoves and Heaters of every description, and in later issues we will illustrate our leaders suitable for Ontario trade.

We are now settled in our new and commodious warehouse in Winnipeg, where we carry a large and well-assorted stock and, as our distributing agencies are also similarly supplied "Good Cheer" Stoves are readily within your reach.

"Good Cheer" Steel Plate Ranges

Rival "Good Cheer"

Polished steel body, square oven, pouch feed, lever lift front top section, all cast linings, duplex grates removable without disturbing linings or waterfront, no back grate rest to burn out, large ash pan, and detachable encased contact reservoir.

The Rival has been constructed to meet the call for a first-class steel range of attractive design, substantial construction and medium weight. In designing this range most careful attention was given to the correct distribution of the metal, and it will be found in the RIVAL that it is just heavy enough to be strong, durable and lasting; that where the most wear is the parts are sufficiently strengthened, and that, owing to this saving of any unnecessary weight, we are enabled to offer it at a very moderate price, and the laid-down cost in any part of the Dominion will be found so favorable as to make it a most desirable line for a dealer to handle.

The Jas. Stewart Mfg. Co., Ltd.

Woodstock, - Ont.

Western Warehouse: 132-4 Portage Ave. E., Winnipeg.

Distributing Agencies:

McLennan, McFeely & Co. Vancouver, B.C.

Wood, Vallance Hardware Co. Nelson, B.C.

Ross Bros. Ltd. Edmonton, Alta.

"GOOD CHEER"

Steel Plate Ranges

The Homestead is exactly the same as the Rival in every particular, save that the oven door frame and fire door and ash pit doors are not plated. This is done in order to furnish a first-class article at the lowest possible price, and the smaller nickel-plating expense enables us to make a substantial reduction in the price on that account. The description of the Rival applies to the Homestead throughout, and linings and other parts, high shelves, high closets, waterfronts and reservoirs are interchangeable with it. In this range we have the ready seller, many people not desiring much nickel ornamentation, and the price being such as to make it a most desirable and profitable line to handle.

The Sunray requires no introduction, its substantial appearance and many attractive points having placed it in instant favor the moment it was offered to the trade last year. Its good working qualities have since firmly established its reputation, and it continues to hold its place not only as our leading steel range, but also as the leader in its line with our many customers who are selling steel ranges.

Solidity of construction, highest grade of materials and the best of skilled labor are combined in the Sunray, and for those who must have the best it fills the requirements in every particular.

The Sunray is supplied on heavy cast base or on feet, and in the usual combinations of square or with reservoir, high shelf, high closet, waterfront, thermometer, and with 18 or 20-inch oven.

The Jas. Stewart Mfg. Co., Ltd.

Woodstock, - Ont.

Western Warehouse: Portage Ave. E., Winnipeg, Man.

"GOOD CHEER"

Steel Ranges

The WASCANA is another of our new lines which has met with instant favor. It is a four-hole range with key-plate top, 16 x 19 x 12-inch oven, drop oven door, duplex grate and all cast linings, removable top front rail, neat nickel trimmings and handsome high closet. Will take waterfront.

The price is very favorable and Winnipeg warehouse is prepared to fill orders promptly.

The CADET and BRIGHT are two splendid lines of Homesteaders' stoves, the former being made in one size, with two 9-inch cooking holes and $13\frac{1}{4}$ x $13\frac{1}{2}$ x $9\frac{3}{4}$ inch oven. It has flat coal grate with all cast linings, and is enjoying a very large sale.

The BRIGHT is well known as one of the best finished and lowest-priced stoves in this class, and this year we have added a No. 9 with 14-inch oven, making an assortment of three sizes, viz.: a No. 8 with 14-inch oven, and a No. 9 each 14 and 16 inch oven. Supplied with flat or duplex grates as desired. Attachable reservoirs for all sizes, including the Cadet.

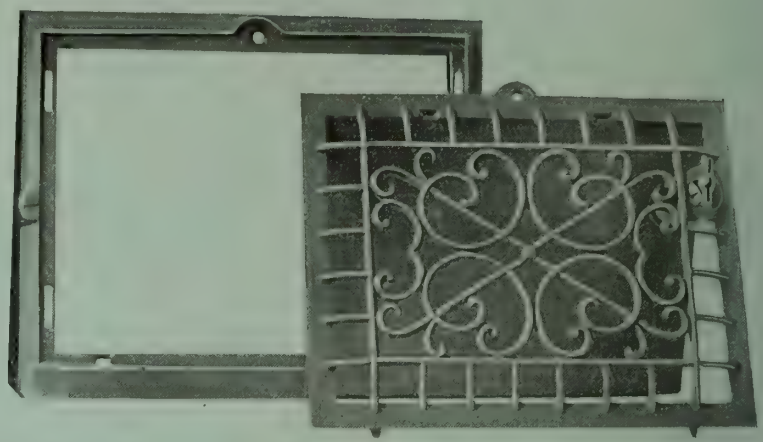
The Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Western Branch: Portage Ave. E., Winnipeg, Man.

"GOOD CHEER"
Furnaces and Registers

The "Stewart" Side Wall Register

Patent Applied for

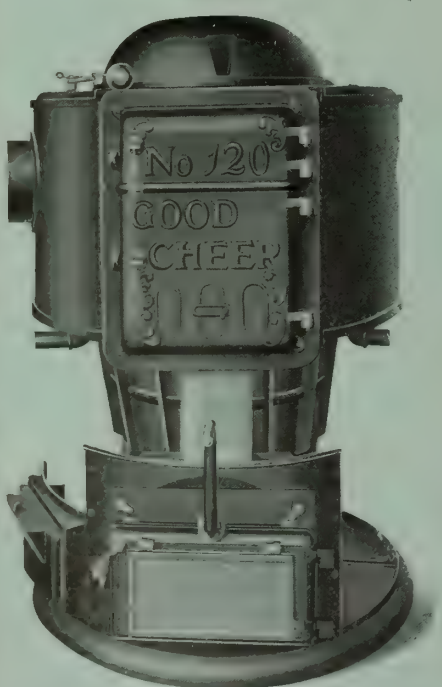


Handsome design, well finished, easily set, fan attached to face, equal to anything offered, and

LOOK AT THE PRICE

Made in Four Sizes.	7 x 10	8 x 12	10 x 13	12 x 15
List Price: - -	$2.25	$3.20	$4.00	$7.50

You can save from $2.00 to $5.00 on each furnace installation by using these registers.



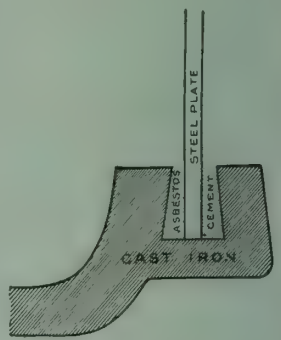
A Warm Air Heater of the Better Class

"Good Cheer" Furnaces

If you have seen this furnace or the model which our representatives carry with them, you will readily endorse our claim that we have what can be honestly called A FURNACE. It is not a makeshift or pretence, but the REAL ARTICLE. Construction of its kind does not lend itself to cheapness, so, with first-class work and the correct principle of construction, WE HAVE THE FURNACE YOU WOULD SELECT FOR YOUR OWN HOUSE—AND THAT IS THE KIND IT WILL PAY THE DEALER TO RECOMMEND TO HIS CUSTOMERS. Its powerful and economical heating qualities make it unquestionably the best investment in the heating line, and the cost, after all, is very little over that of the average furnace; in fact, if you combine our furnace and new side wall registers, the total cost to you will be such that you can readily compete, and supply a better article in every way.

The Good Cheer has the Air Blast Ring, which is imperative in the use of bituminous coals. The steel is set in deep cup joints, and construction is of the cast iron tube heat radiating principle, than which there is no more powerful or economical.

If you are interested, write for catalogue.



The Genuine Cup Joint

The Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Western Warehouse, Portage Ave. E., Winnipeg, Man.

"Jewel" Stoves and Ranges

In all approved up-to-date features there is no line of Stoves and Ranges equal to the **JEWEL** line, and the variety is so great that every requirement can be supplied.

ROYAL JEWEL--Style R.F.

The Royal Jewel Steel Range

THE IDEAL COOKING APPARATUS.

The Latest and Best. **The Standard of Excellence**

1. **The Fire Box** is the best proportioned and most economical ever constructed. It is long, wide and deep, with straight sides and rounded ends, and **Improved Duplex Grates.**

2. **The Oven** is square, roomy, and **well ventilated.** The Oven Door is nicely poised and strongly supported. Thermometer supplied when required.

3. **The Top** has six 9 inch covers. The short centres are 2½ inches wide, so that full-sized cooking vessels can be used. The **Front Key Plate is Hinged** and can be raised or lowered by crank—convenient for feeding coal to the range, or for Toasting or Broiling. This Key Plate raising device is new and patented.

The Royal Jewel is made in over 80 different siz s and styles.

THE GRAND JEWEL HEATER

for hard or soft coal, is the most handsome and most efficient stove of its class ever manufactured. It can be furnished with or without Feed Pot, and one size is fitted with **Oven.**

The New GRAND JEWEL Heating Stove.

HAMILTON JEWEL GAS RANGES

Are equal to any made on this continent and in every respect **superior** to most imported American ranges. **They are made in over 100 varieties.**

GAS HEATING STOVES and GAS WATER HEATERS for

Either Natural or Manufactured Gas.

GAS RANGE--No. 70.

Get Full Particulars from the Manufacturers

The Burrow, Stewart & Milne Co. Limited

Hamilton, - - Ont.

Or from their Western Distributing Agents--

Merrick-Anderson Co. - Winnipeg

THE ECONOMY PREMIER

This is the newest and most attractive Steel Cook made in Canada.

It is made with four 9" covers.

The oven is square and measures 18 x 19 x 11".

It has a drop oven door, the frame of which is nickelled, as well as the medallion on the oven door.

It has an ideal fire box which is fitted with heavy cast iron linings, and heavy duplex grates.

The back brick are held in place with the stud which bears the centres, and which can be removed in an instant without removing any bolts.

It is fitted with either a galvanized or copper reservoir, as desired.

It has a cast iron reservoir end which hides the galvanized iron reservoir, and creates a neat and finished appearance.

To the lower edge of the steel body there is riveted an iron band to give it additional strength.

This stove shows more class, and has more special features and selling points than any other stove in its class.

SPECIALS:— We also furnish it with a cast iron hearth and bracket and nickel band on the top.

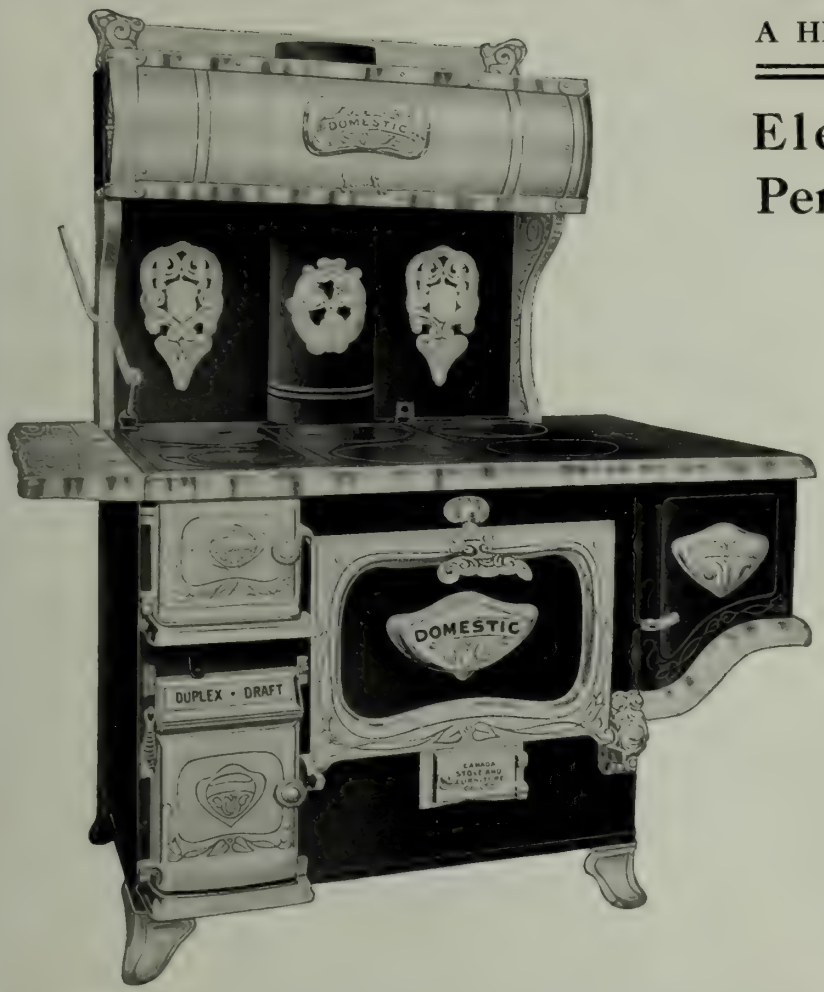
PRICES:— The price to the trade makes it the best stove proposition which you have had for some time.

Correspondence is invited, and catalogs for stoves and furnaces will be mailed upon request.

The Down Draft Furnace Co., Limited

Galt Ontario Canada

THE "DOMESTIC" STEEL RANGE



"Domestic," Encased Reservoir for Coal or Wood

A HIGH-CLASS FAMILY RANGE

Elegant in Design
Perfect in Operation

Large Firebox for Wood

Made in three styles—

Square,

Right End Contact

Reservoir and Left End encased.

Reservoir as shown.

The Marvel Hot Blast

Handsome, attractive and
up-to-date improvements.

The most powerful heater made, yet it is the most economical of them all.

Will burn any fuel.

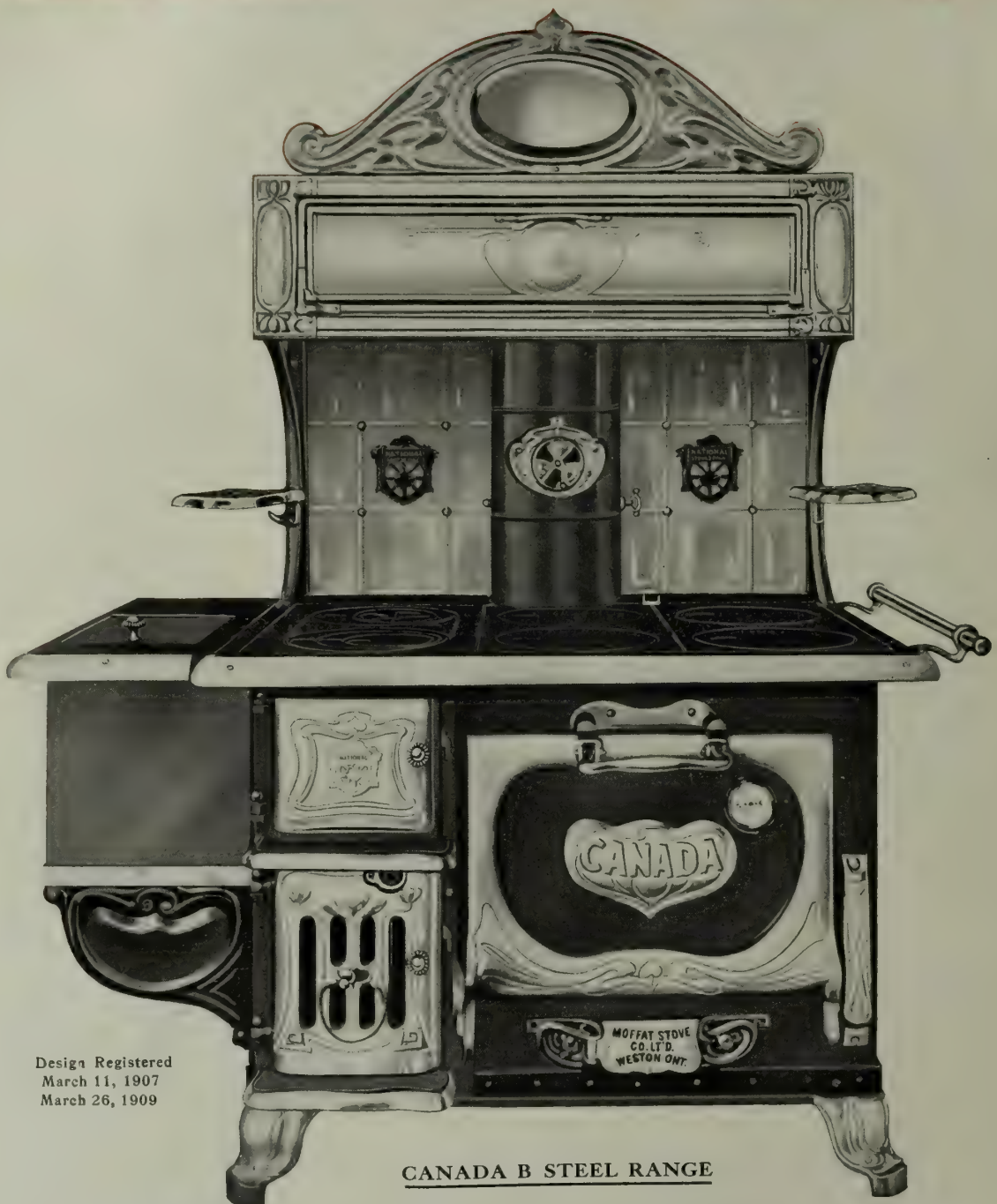
Made in four sizes.

Write for our latest Catalogue and Prices.

The Canada Stove & Furniture Co., Limited.

MONTREAL, CANADA

"National" Steel Ranges



Design Registered
March 11, 1907
March 26, 1909

CANADA B STEEL RANGE

On Legs, with Full Nickel Warming Oven, new Registered Pattern Front Mirror Frame, and Special Tile Panels.

The full nickel is finished like silver plate—no dead spaces or corners to collect dust. Can be wiped off and cleaned with an ordinary duster. We are the only firm in the world who are finish ng nickel in this manner. This costs mo e and requires high-grade materials, but the best is none too good for our customers.

The Front Mirror Frame is fitted with Bevel Edge Plate Mirror and the design is registered.

The Special Tile can be had in yellow or green tints, wi h trade mark in colors. The Tile are manufactured to our order and specifications in Staffordshire, England.

Imitations of our Older Patterns (by other manufacturers whose sense of honor and originality are not very highly developed), having been so numerous lately, no less than 8 Canadian manufacturers are using (in part or in whole) our designs and improvements, we have registered and patented the designs and construction of the CANADA B. This will enable our customers to have exclusive rights and a fair profit.

MADE ONLY BY

THE MOFFAT STOVE CO., LIMITED

WINNIPEG WESTON, ONT. CALGARY

"National" Gas Ranges

"The Coming Style"

"In Full Blast"

No. 16-56, with Baking, Broiling, Warming and Boiling Ovens

Our new line of Gas Ranges are guaranteed superior in design, construction and economy of gas to any imported Range on the market.

We have been over two years designing, experimenting and perfecting our Canada Gas Range and our friends inform us that we have succeeded in producing a family Gas Range which is a credit to Canadian talent and industry; made in seven styles. Our Gas Catalogue is in the press and will be ready for distribution in 8 or 10 days. Will be pleased to mail a copy to all interested in artificial or natural Gas.

MADE ONLY BY

The Moffat Stove Company
LIMITED

WINNIPEG WESTON, ONT. CALGARY

High Grade Stoves at Moderate Prices

Every dealer knows how difficult it is to secure a line possessing all the qualities that make for popularity. The new line of

ENTERPRISE STOVES

combine in an unusual degree EXCELLENCE OF CONSTRUCTION FINE FINISH and BEAUTY OF DESIGN along with many original and unique features which make them ready sellers. Every stove dealer in Canada should make himself familiar with them.

The Enterprise Monarch Steel Range
Fitted with Legs or Base. For Wood or Coal. Detachable Copper Tank

The illustrations on this and the following page show two of our sellers. Illustrated circulars and full particulars of complete line of Ranges, Heaters and Furnaces sent promptly on request.

THE ENTERPRISE FOUNDRY CO., Ltd., Sackville, N.B.

ENTERPRISE

STOVES, RANGES AND FURNACES

are made in one of the best equipped and most modern stove foundries in Canada. They fairly *bristle* with selling features. They are growing in popularity wherever introduced, because they possess conspicuous merit and are out of the ordinary. For this reason they are trade winners and trade builders.

It will pay any dealer who is searching for just these features to enquire into and compare carefully what we have to offer.

The Most Handsome Range in the Market For the Money.

Detachable Rails

Duplex Grate for Coal

Large Wood Fireplace

Large Flues

Single Slide Damper

Sample Orders Solicited

DISTRIBUTING WAREHOUSES | **TORONTO, Stewart & Co., 122 Wellington St.**
For Prompt Deliveries | **SASKATOON, The Enterprise Hardware Co.**

The Goods Speak for Themselves

See Our Exhibit at the Toronto Fair

The Enterprise Foundry Co. - - Sackville, N.B.

Pease Economy Heaters

CANADA'S BEST

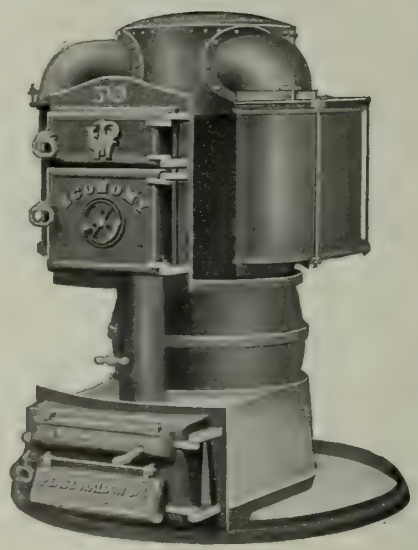
The highest grade heating apparatus made.

A little higher in first cost BUT they save the difference in cost EVERY YEAR.

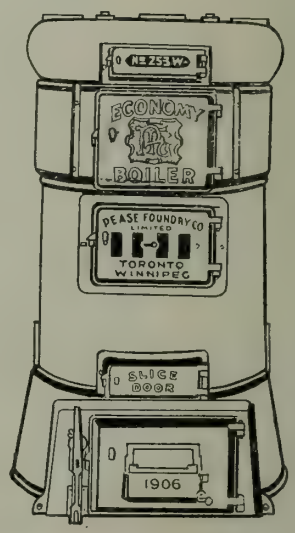
Fewest Joints! Easiest to Instal!
Easiest to Operate!

An agency for these heaters is a substantial asset to your business.

A reliable and economical heating plant insures a satisfied customer.



Pease Economy Warm Air Furnaces.
" " Combination Furnaces.
" " Soft Coal and Wood School Furnaces.
" " School Steam Heaters and Ventilators.
Pease Economy Round Steam Boilers.
" " Hot Water Boilers.
Florence Sectional Steam Boilers.
" " Hot Water Boilers.
Ideal Sectional Steam and Hot Water Boilers.



Economy, Colonial and Favorite Side Wall Registers, Floor Registers, Base Plates, etc., etc.

SEND FOR ILLUSTRATED CATALOGUE.

Pease Foundry Co. Ltd., - Toronto, Ont.

Pease-Waldon Co. Ltd. - 268 Portage Avenue, Winnipeg, Man.

Royal Stoves
FOR
Economy of Fuel.

The Royal Renown

THE MOST POWERFUL HEATER ON EARTH

Constructed for Hard Coal or Crushed Coke, and by removing the Magazine will burn Wood or any kind of Fuel

Royal Stoves
FOR
Profits to Dealers.

It will save at least ONE-THIRD the fuel, because it has

More radiating surface directly in contact with the fire.

The body of this stove is all a sizzling hot radiating surface—top, bottom, sides and all over, and a perfect floor heater.

We will guarantee that it will heat more cubic feet of space hotter and quicker and with less fuel than any other stove of its size on the market.

The Royal Renown has a sixty-three pound fire-pot. Can be turned any time. Will hold fire four days with hard coal.

THE ROYAL RENOWN

is made in one size only, 16-inch fire-pot, inside measurement. Price $22.00. Freight allowed in Ontario.
We manufacture a full line of Steel Ranges, Cast Ranges, Cast and Steel Cooks, Oaks, Hot Blasts and Gasoline Stoves.

The merchant who is interested in the profit end of the stove business will see at least 25% in the above line, which is fully guaranteed

—BY—

The Harriston Stove Co.

LIMITED

HARRISTON, - ONTARIO

Royal Stoves
FOR
New Designs.

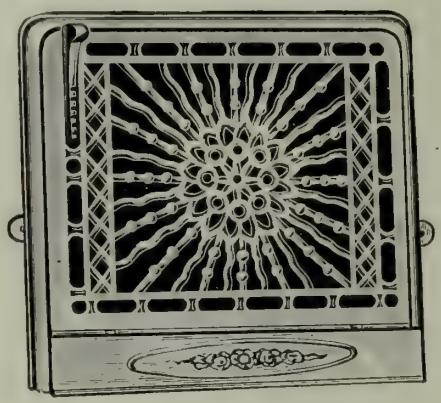
Royal Stoves
FOR
General Satisfaction.

REGISTERS REGISTERS REGISTERS REGISTERS REGISTERS

Ventilators "Perfection" Registers, etc.

"Perfection"

- Side Wall Registers
- Floor Registers and Borders
- Face Plates
- Base Plates
- Smoke Pipe Registers
- Wall and Ceiling Ventilators



Finishes

- Japan
- Nickel Plated
- White Enamel
- Old Copper

A complete stock carried at our factory, Brockville, Ont.

A complete stock carried at our branch, Winnipeg, Man.

THE JAS. SMART MFG. CO., Limited

BROCKVILLE, ONT. WINNIPEG, MAN.

A Furnace that always gives Satisfaction is

The LACKAWANNA

The Lackawanna Furnace. Economical with anthracite coal, bituminous coal or wood.

It embodies several new and highly desirable features. The radiator and combustion chambers are combined in one. The grates are patent triangular revolving ones. The Lackawanna is the furnace of merit, of progress, of power and perfection. It stands every test.

The Diamond Steel Range is still leading. It represents all the best known ideas in range construction, is attractive in design, compactly built and operated entirely from the front. It is a range that sells itself, through the advertising medium of pleased customers.

Butterworth Foundry, Ltd.

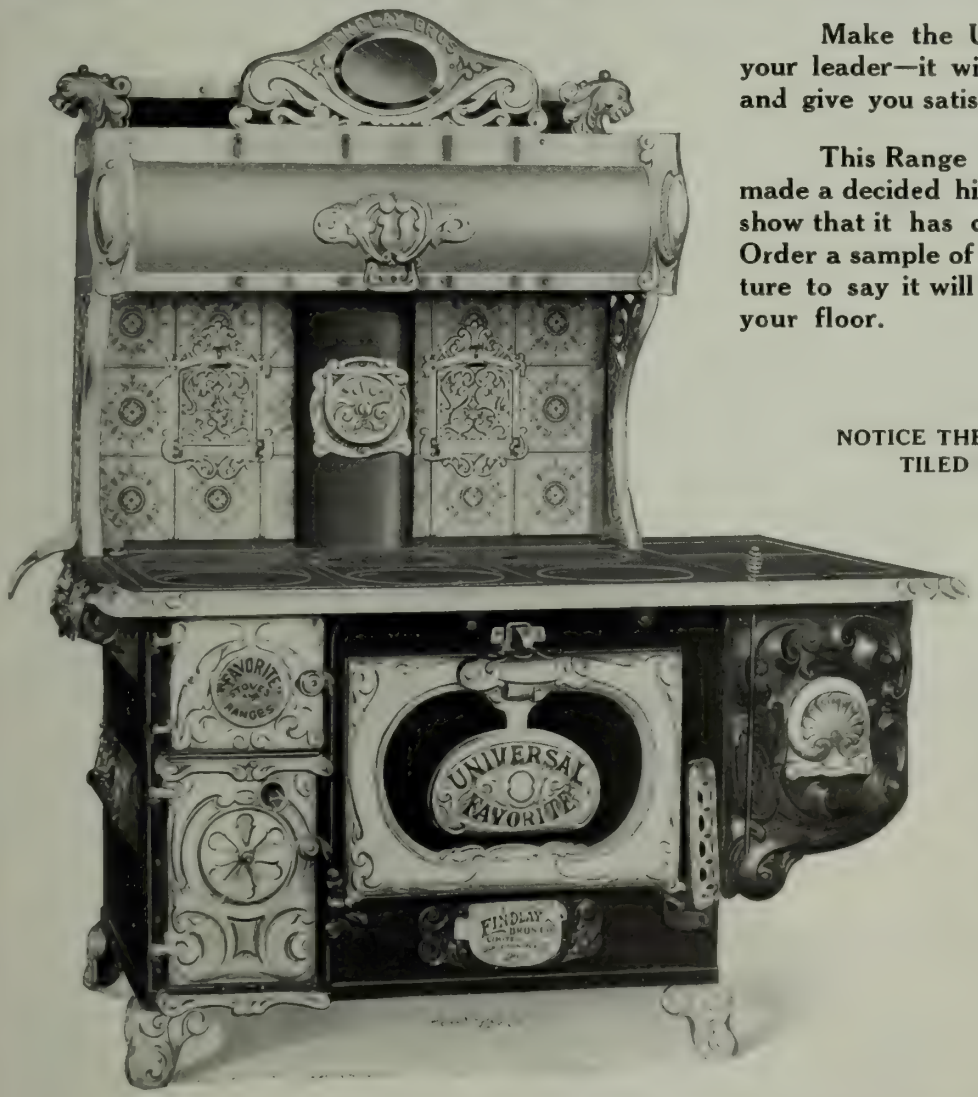
OTTAWA, - - ONT.

Made in five sizes—18½-in., 23-in., 26-in. and 30-in. firepot.

The "Universal Favorite"

FOR 1909

has more talking points than ever. This Range makes business for the dealer who sells it, makes friends of those who buy it, and one sold means the sale of a dozen others in the same neighborhood. Just think, Mr. Dealer, you can give a GUARANTEE of from three to five years with this range against any of the parts cracking or burning out, including the Fire Box Linings.



Make the UNIVERSAL FAVORITE your leader—it will increase your business and give you satisfied customers.

This Range with the tiled Finish has made a decided hit and the increased sales show that it has caught the public's fancy. Order a sample of this Range. We will venture to say it will be the first you sell off your floor.

NOTICE THE BEAUTIFUL INLAID TILED HIGH CLOSET

We make a Full Line of Stoves and Ranges, both in Steel and in Cast.

DON'T FAIL TO SEE OUR EXHIBIT AT THE TORONTO FAIR

FINDLAY BROS. CO., LIMITED

Head Office and Works :
CARLETON PLACE, ONT.

Branch House :
309 Elgin Ave., Winnipeg, Man.

DISTRIBUTING WAREHOUSES :

STEWART & CO.
Toronto, Ont.

D. V. COPE & COMPANY
Calgary, Alta.

REVILLON BROTHERS
Edmonton, Alta.

THE

Pilot Success Furnace

Successful Everywhere

Note the Large Air Space Between Radiator and Dome

A great many of the furnaces are air-bound. This space, not being large enough, does not allow a quick, free circulation of air, and naturally causes waste heat to radiate through your casing into cellar, owing to the slow circulation for want of air-space, which naturally means waste of fuel. With the Pilot Success Furnace, with its large air space, there is no danger of the furnace being air-bound, but a quick, free circulation of warm air is given, heating the rooms quickly, thereby saving fuel.

Write for Catalogue

Western Agents:—H. F. Moulden, Suite 302a, Travellers Bldg., Winnipeg, Man.
Race & Hunt, Edmonton, Alta.
E. B. Horsman & Sons, 838 Granville St., Vancouver, B. C.

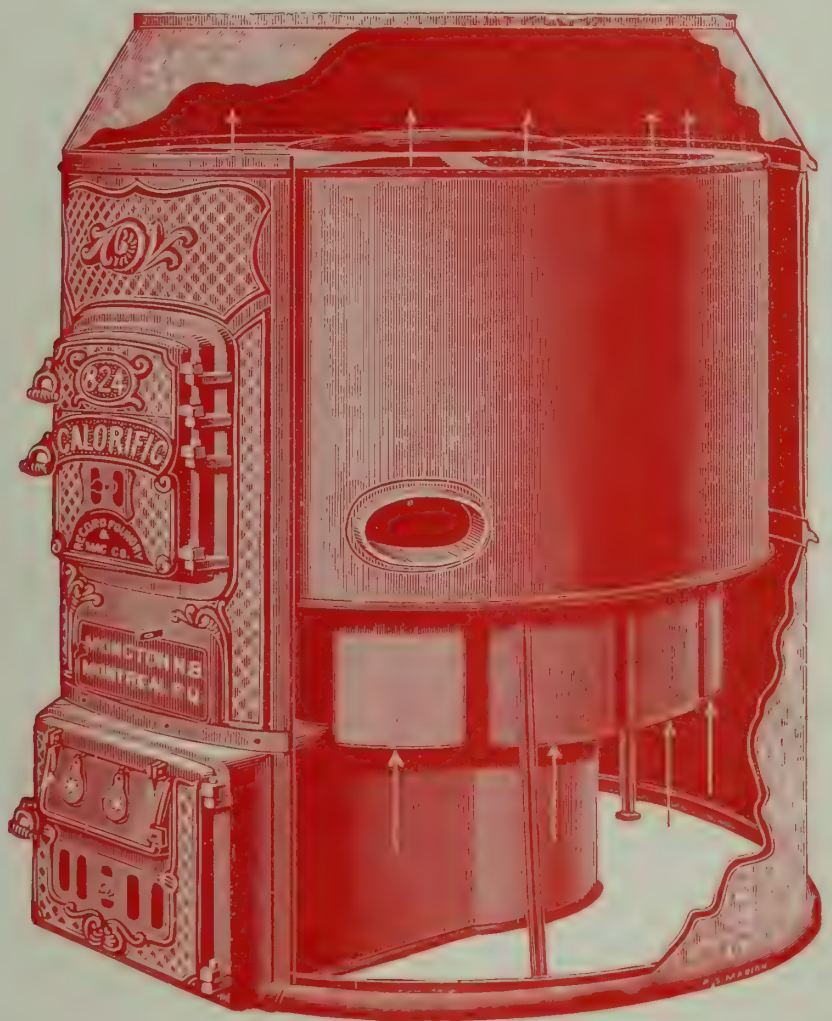
The Hall Zryd Foundry Co., Limited

Successors to The Walker Steel Range Co. Grimsby, Ont.

Backed By A Guarantee

A Money-Back Proposition

That's what we do with the Calorific Furnace.
Its leading features are: Positive circulation of warm air.
Cold smoke pipe ensuring no waste of heat or fuel.
It has more radiation than any other furnace on the market and will last longer.



If this furnace does not accomplish ALL that we claim, we refund your money. What more do you want? Let us send you further particulars. Ask us for our new handbook on heating. For sale by the MacLean Publishing Co's Book Dept.

The Record Foundry & Machine Co.
LIMITED

Factories: Montreal and Moncton, N.B.

Sales Agencies in Moncton, Montreal, Toronto, Winnipeg, Calgary, Vancouver and St. John, Nfld.

The Big Trade Winning Line of PERFECTION Stoves, Ranges and Furnaces

Our leading Range is the

CROWN PERFECTION

A Perfect Baker

"EARLY BIRD"

Cooking Stove for Hard or Soft Coal.—Made in one size only, No. 8, and not supplied with reservoir.

SOLD AT A REMARKABLY LOW PRICE

PERFECTION OAK

For Hard and Soft Coal or Wood.—A handsome stove at a very low price. Large feed door, heavy steel body, screw draft dampers, draw centre grate, ash pan, grate shaker through side of base. A very attractive stove, being handsomely nickel plated and ornamented.

SIZES 12"-14"-16" and 18".

Send for our new Stove Catalogue and Price List

The Jas. Smart Mfg. Co., Limited

BROCKVILLE, ONT. ***WINNIPEG, MAN.***

MAPLE LEAF

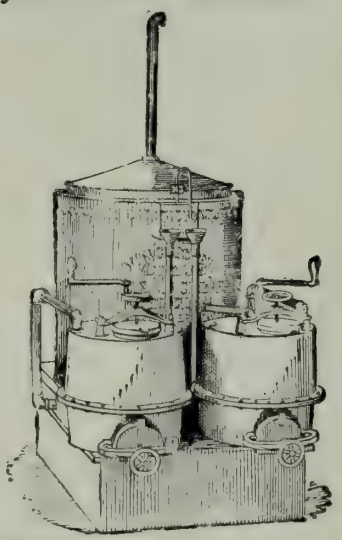
STOVES and RANGES and HEATERS

Crematory Closets, Registers, Sinks; also the Winchester Acetylene Gas Machines

The Sun Steel Range

Made in Three Sizes 16, 18 and 20 inch oven. Duplex Grates, very handsome and Durable. Large fire box, sectional, fire box linings.

We manufacture over fifty different styles and sizes of stove metal and steel ranges, most of our own original design, and we are the oldest manufacturers of Acetylene Gas Machines in Canada.



Winchester Acetylene Gas Machine

For Dwellings, Churches, Hotels and Stores.

Crematory Closets

For Dwellings, Churches, Hotels, Schools, etc., where there is no sewerage by connecting to a chimney.

The Beach Foundry Co.

Limited

Winchester · Ontario

The Star Steel Range

With 18 inch oven, Duplex or flat grates, 8 or 9 inch covers, large fire box. Cheap, Strong and Simple.

GURNEY-OXFORD

THE TRADE MARK OF HIGHEST QUALITY

TELEPHONE MAIN 4175

THE GURNEY FOUNDRY COMPANY LIMITED

OXFORD HEATING & COOKING GOODS

BRANCH HOUSES
THE GURNEY-MASSEY CO LIMITED MONTREAL
THE GURNEY FOUNDRY CO LIMITED HAMILTON
THE GURNEY NORTH-WEST FOUNDRY CO. LIMITED WINNIPEG
THE GURNEY STANDARD METAL CO LIMITED CALGARY
THE GURNEY STANDARD METAL CO. LIMITED EDMONTON
THE GURNEY FOUNDRY CO LIMITED VANCOUVER

Toronto, Canada. 24/7/09

What Every Stove-Dealer Should Know!

Dear Sir

Our new Stove Catalogue is now being mailed – and its a "hummer" You'll certainly enjoy every page of it – in fact some new lines illustrated will fairly make you sit up and take notice

Both our Steel Range and Cast-iron lines will have a newer attraction for you – indeed, the interest awakened will prove most beneficial to the betterment of all concerned.

If perchance the Catalogue does not reach you – make sure you get one – tell us – quick. – You'll find it a great tonic in view of the big stove business that's surely coming this year – a catalogue you'll be proud to own not because it looks "swell" – but because it shows the kind of goods the live dealer wants and must have

Yours For The Greater Betterment

Gurney Foundry Company Limited

PANDORA RANGE

The Sensation of a Continent

It burst upon the unsuspecting American people like a new star in the heavens.

Its sterling worth was easily recognizable.

And it was received with open arms.

And is now a **member of almost every Canadian family.**

Pandora, showing High Warming Closet and Reservoir.

Let us send you a Circular.

McClary's

London
Vancouver

Toronto
St. John, N.B.

Montreal
Hamilton

Winnipeg
Calgary

Famous Base Burner

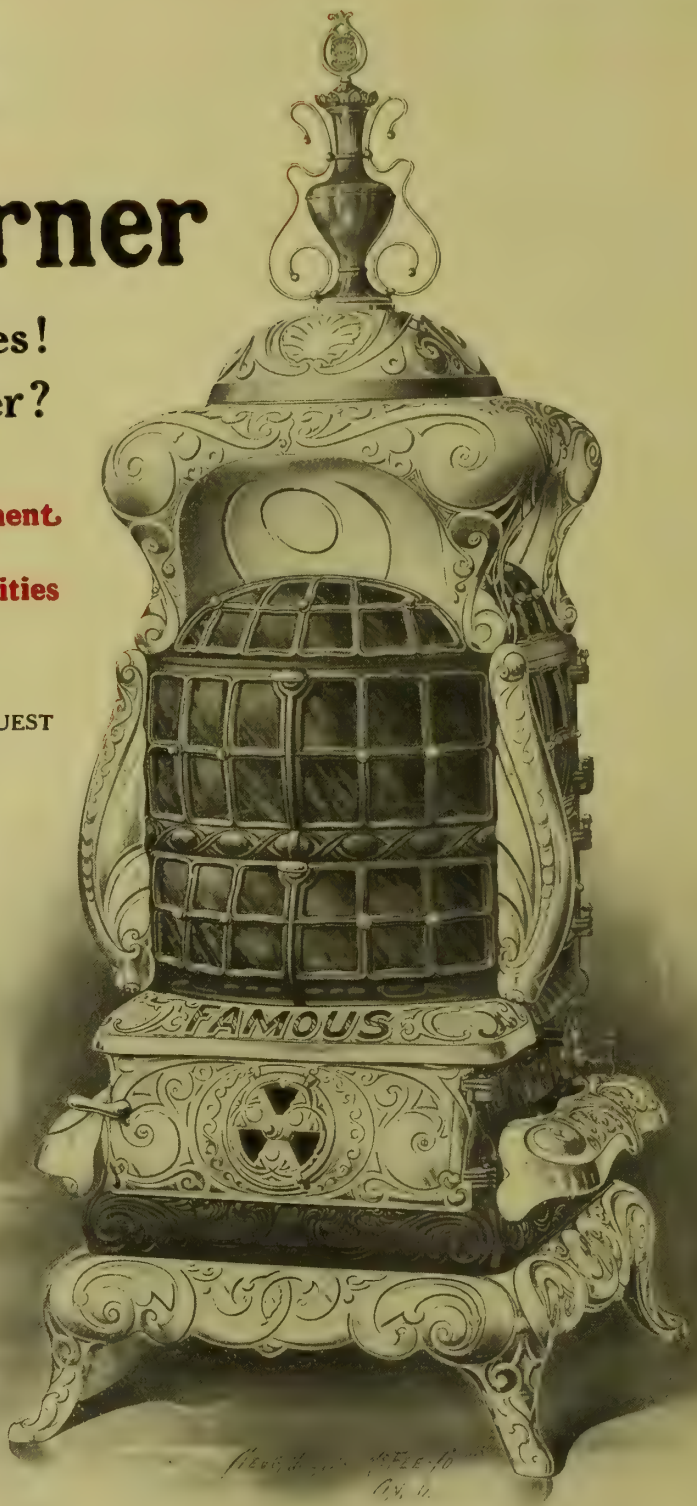
Autumn Approaches!
What about a Heater?

FAMOUS FOR ITS

Exclusive flue arrangement.
Elegant design
Enormous heating qualities

The "400" Series

BEAUTIFUL BOOKLET SENT ON REQUEST



McClary's

London
Vancouver

Toronto
St. John, N.B.

Montreal
Hamilton

Winnipeg
Calgary

DAVIDSON'S

Premier Marathon

STEEL RANGE

A Combination of Excellence and Utility

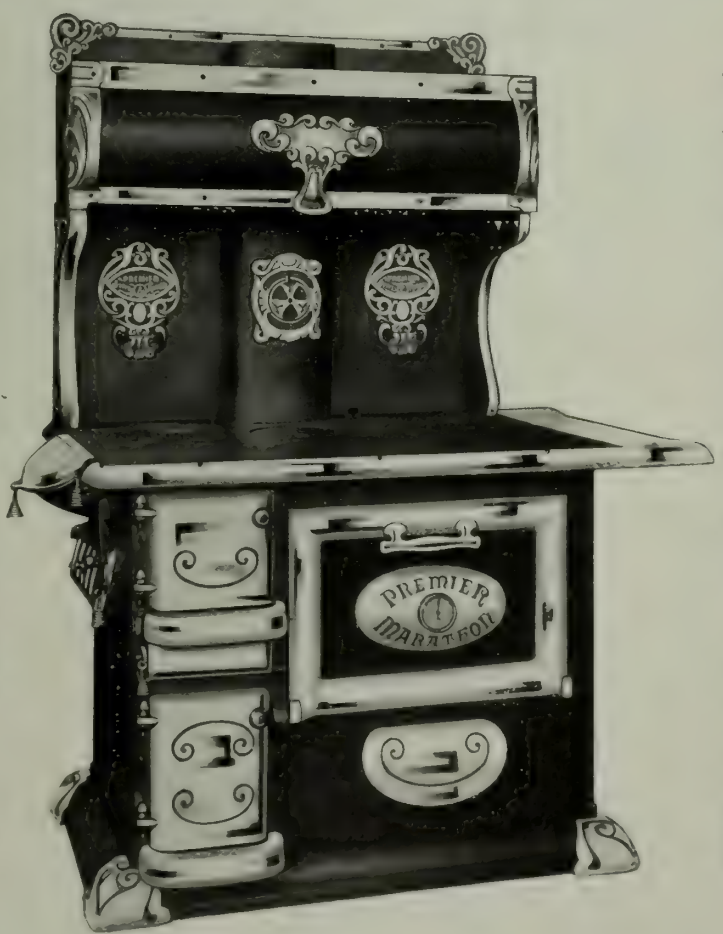
Strongly Built of the Best Quality of Rolled Steel Plate, Beautifully Smooth. A Good Worker, Practically Perfect

The body is made of heavier gauge steel than usual and is further insulated by thick sheets of asbestos to prevent the heat from radiating through the range.

The fire-box is exceptionally well proportioned and most economical on fuel. Special attention has been paid to adapting the grate for wood —it will take a 28-in. stick and is very roomy, with fire-door built accordingly.

Perfect combustion is assured by our new duplex draft—a very important feature, as it entirely does away with the old difficulty of keeping the fire bright and even at both ends of the grate.

The oven is very strongly reinforced by heavy braces to prevent buckling and warping.



The drop pattern oven door is closed and kept shut by a well balanced weight which will always work satisfactorily as long as the range exists.

Extra heavy top. The top (inclusive of covers and centres) is made exceptionally heavy. One reducing ring and simmering cover is furnished free with each range.

The base is thoroughly ventilated to prevent heat being confined under the range.

The nickel trimmings are made as plain and smooth as possible — this enables them to be easily cleaned— and there is just sufficient scroll work ornamentation to give the range a handsome appearance.

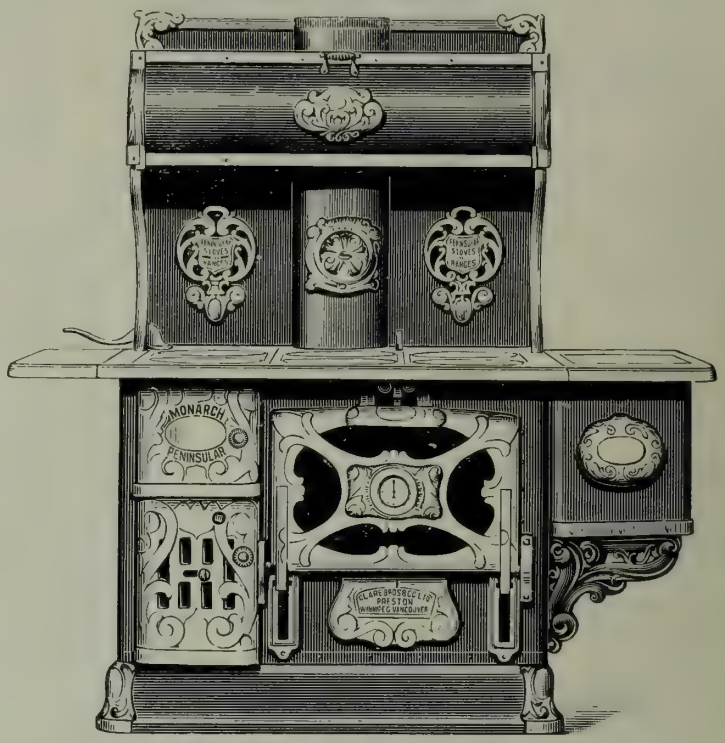
Write for Further Particulars and Prices

The Thos. Davidson M'f'g. Co., Limited

Montreal and Winnipeg

The Monarch Peninsular

IS THE NEW STEEL RANGE OF THE YEAR



It has many selling points; special features which compel customers to buy and then bring enthusiastic testimonials from them.

The Reversible Reservoir is only one of its many improvements. It can be used on either the *right* or the *left* end of the range, as desired, or it can be removed altogether and the range used in the square style. You can make these changes in a moment, and no tools are required.

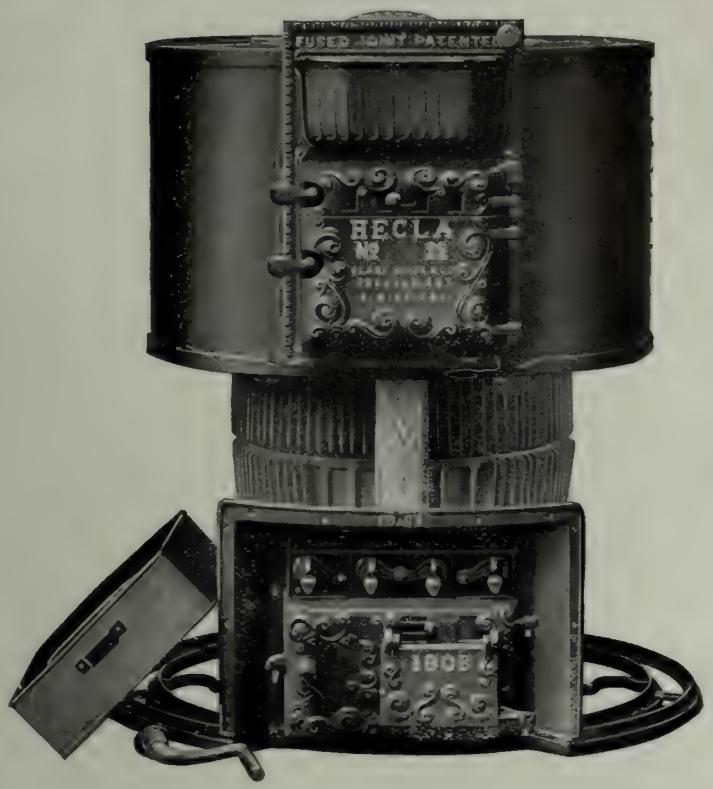
MEASUREMENTS:

No. 69-18	Oven, 18 x 20 x 12½	Fire Door, 7½ x 8½	Wood Length, 27 in.
No. 69-20	" 20 x 20 x 12½	" 7½ x 8½	" 27 in.

SEND FOR DESCRIPTIVE CATALOGUE

CLARE BROS. & CO., Limited
PRESTON, ONTARIO

BRANCH WAREHOUSES: CLARE & BROCKEST, Winnipeg and Calgary; C. R. RACE & CO., Edmonton; J. M. KAINS & CO., Vancouver; MECHANICS' SUPPLY CO., Quebec.



People are Talking

—— about those features of ——

HECLA Furnaces

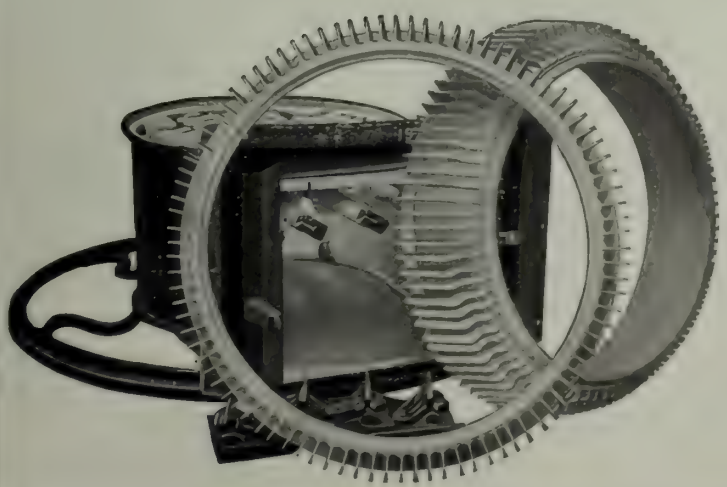
which we are advertising in the different daily papers and magazines throughout Canada.

They are interested in the advantages secured by:—

Steel Ribbed Fire Pots, Patent Fused Joints, Individual Grate Bars and Cast Iron Combustion Chambers. :: ::

It pays to handle a good Furnace in which people are interested

IF THERE IS NO HECLA AGENT IN YOUR TOWN WRITE FOR A CATALOGUE AND PRICES



Clare Bros. & Co., Limited

Preston :: Ontario

BRANCHES:

Winnipeg, Calgary, Edmonton, Vancouver, Quebec

Treasure Stoves and Ranges

Attract Trade
Make Trade
Hold Trade

Quality Counts

"Treasure" nickeling is whitest, brightest, and longest lasting. : : : :

The "Empire Treasure"

One of the numerous styles of "TREASURE" Base Burners

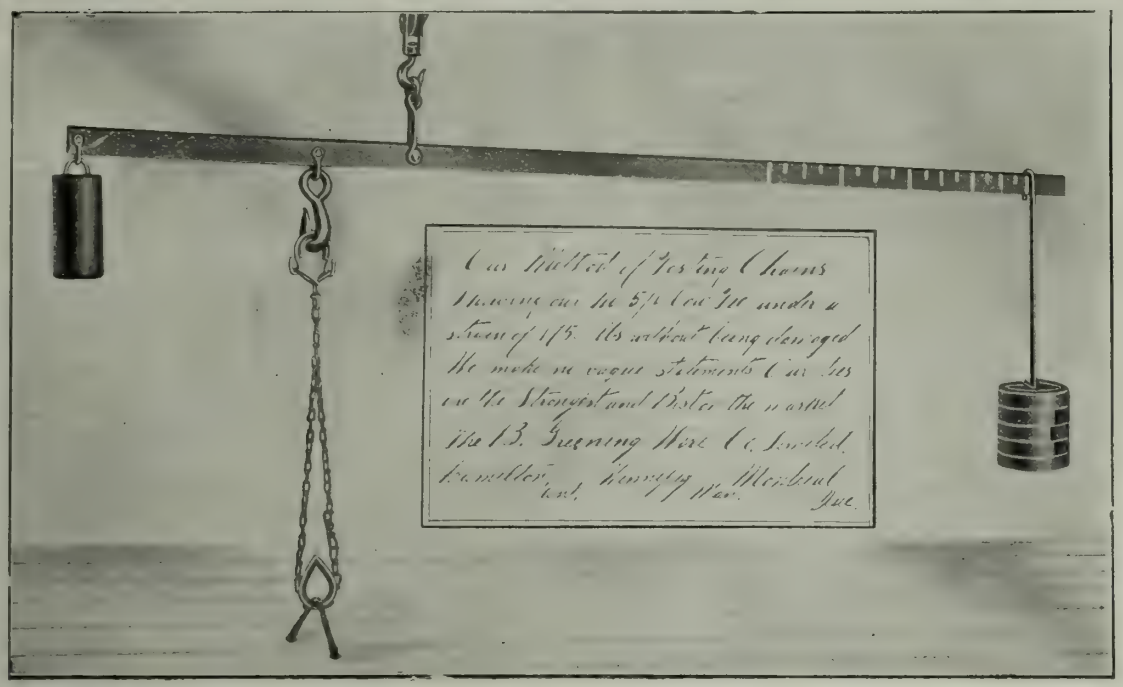
New 1909 Catalogue can be had on application by interested dealers. : : : : :

North West Distributors: MERRICK-ANDERSON CO., Winnipeg

British Columbia Distributor: JOHN BURNS, Vancouver, B.C.

The D. Moore Company, Limited

HAMILTON - - - - - - - - - - - - - - - ONTARIO



Place your order for the Best Cow Ties in the market.

Your Reputation as Well as Ours

depends on the strength and durability of the goods you sell.

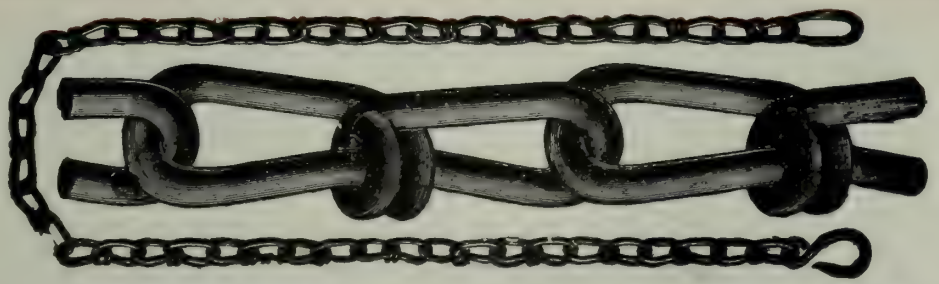
GREENING COW CHAINS

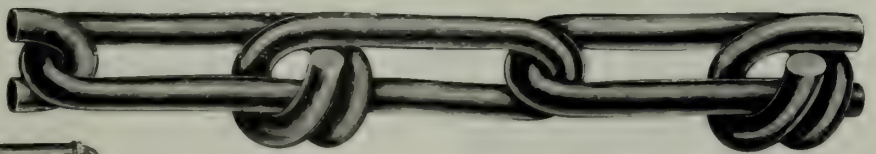
have stood the most severe tests. The above illustration will show that we not only claim to have the strongest Tie on the market but we have proved it. We have tested competitive chains and have found none that equals ours in strength and perfection of design.

GREENING COW TIES HAVE HELD FIRST PLACE FOR TWENTY YEARS

New Process Trace Chains

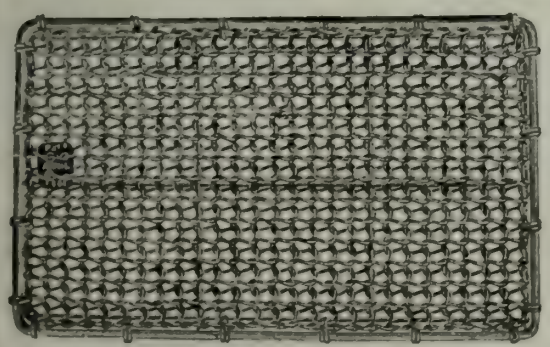
These chains have the largest sale in Canada. Every chain guaranteed. Gives universal satisfaction. Lower cut shows actual condition of our New Process Trace Chain. after being subjected to a strain of 2315 lbs.





Wire Door Mats

We make four kinds in all sizes and shapes.



Cow Ties

We make six styles in six sizes. Open Ring, Small Close Ring, Large Close Ring, Three Chain, Four Chain, Greening's Special for Stall Fixtures. We recommend No. 5 0 for Bulls, No. 3 0 for Stock Cattle, No. 2 0 for Cows and No. 1 for Calves. Stall fixtures in two sizes (under cow's head).

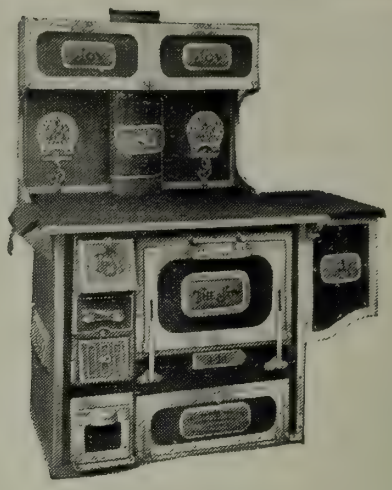
IF YOU HAVE NOT GOT OUR 1909 CATALOG WRITE FOR IT.

THE B. GREENING WIRE CO., LIMITED

MONTREAL, Que. WINNIPEG, Man. HAMILTON, Ont.

A Triumphant Trio

THE EMPIRE QUEEN
THE EMPIRE STEEL
THE JOY MALLEABLE



THEY REIGN SUPREME

The Empire Queen is the leading cast range, and is guaranteed. It has every up-to-date convenience—thermometer, coal grates on slide, handsome nickel dress and plain smooth castings.

The Empire Steel is a range that is built to wear, and comes in a handsome nickel dress. It has a perfect fire box, two flues, a large boiler door, as well as a quick heating and interchangeable reservoir.

The Joy Malleable is a range that will not warp, crack or break. It is manufactured in four different sizes and is the most perfectly constructed range made in Canada. It embodies many exclusive features and all modern improvements.

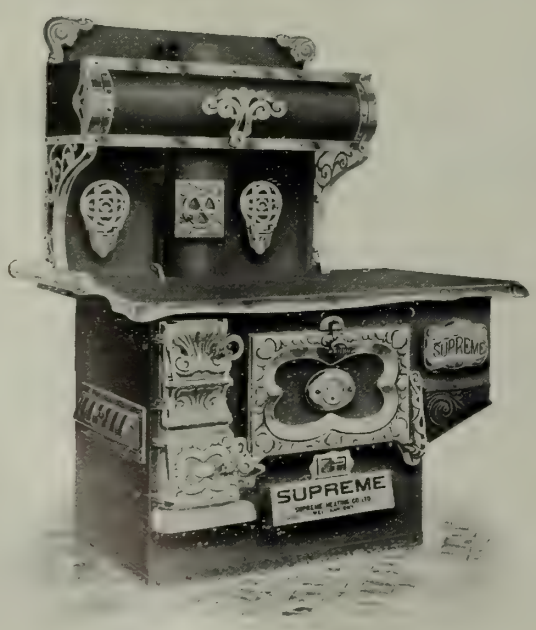
The CANADIAN HEATING & VENTILATING CO.
LIMITED

Owen Sound, Ontario

Western Agents: Christie Bros. Co., Ltd., Cor. Henry & Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C.

Supreme Steel Ranges

Manufactured by



The Supreme Heating Co.
LIMITED

Welland, Ontario

Our Supreme Ranges Are Very Attractive

We claim for them a saving of 50 per cent. on soft coal and wood, and 30 per cent. on hard coal over any Range on the market.

IT IS THE ONLY SECOND COMBUSTION RANGE

made in Canada, and is patented in Canada and the principal European countries.

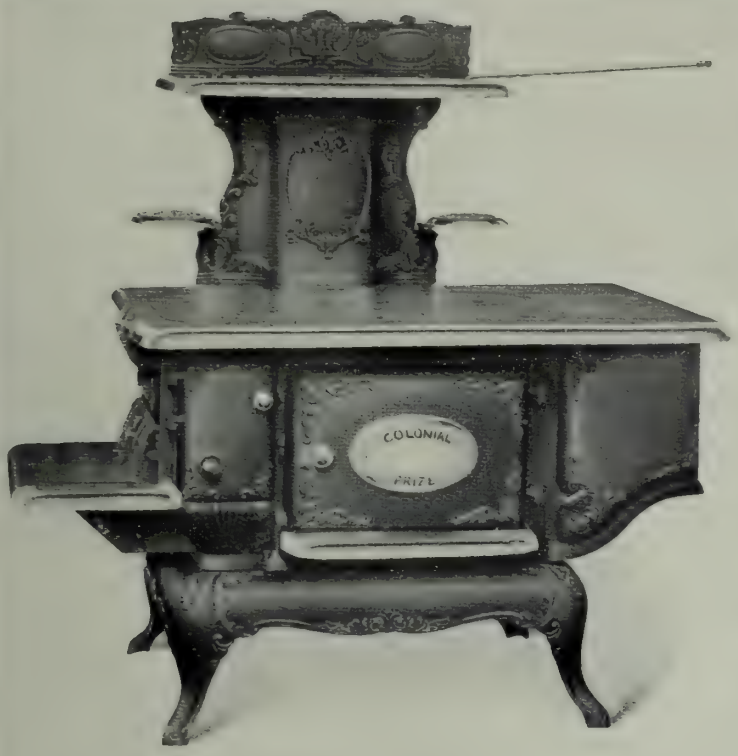
Here is a sample of the many testimonials received from parties using our Ranges both in Ontario and the Great West. Mrs. W.W. Lock, of Eastwood, Ontario, says :—

> "I have been using one of your Supreme Ranges. It is the most wonderful stove ever manufactured. It is a 50 per cent. fuel saver and a perfect baker. As a proof of this, you can have the thermometer at extra hot and still put your bare hand on the stove pipes which cannot be done with any other Range."

It Burns Hard Coal Equally as well as soft Coal or Wood
Stocks are carried at Welland, Toronto and Winnipeg

Write for prices and terms to

The Supreme Heating Co., Limited, Welland, Ont.



For Coal or Wood.

Colonial Prize

NEW FOR 1909

A high-class Range at a low price.

Sizes, 9-18, 4 Holes, 9-20, 6 Holes.

Detachable Nickel, Large Square Oven, Good Fire Box. Up to date in every respect.

Has a Neat, Natty Appearance.

Catches the Eye every Time.

The Range to meet Competition.

TRY A SAMPLE.

The Imperial Base Burner Oak

NEW FOR 1909

The most Powerful Heater on the Market.

Handsome in appearance, economical on fuel, combining the best qualities of a Base Burning Magazine Parlor Stove, and the best qualities of the Oak with these advantages over both. The Imperial Base Burner Oak is more easily regulated, will keep fire longer, burns less fuel, is a stronger heater and is in every way more economical than the direct draft Oak, and it is a stronger heater and much cheaper than any Base Heating Magazine Parlor Stove, besides having the advantage of burning coal or wood.

Improve your trade by handling the COLONIAL and IMPERIAL line.

For Coal or Wood.
Sizes, 14-in., 16-in.
Single or Double Heaters.

The Percival Plow and Stove Co. Limited

MERRICKVILLE, - ONT.

Dealers are Not Mules

H. M. Montgomery in Printer's Ink.

I THINK the trade papers are going through the same evolution that magazines went through years ago—educating advertisers to see the business value of spending time and thought talking to readers.

Dealers are not a lot of mules, as some advertisers seem to think. They are alive to good, new merchandise, and it is merely a business-like deference to their intelligence to advertise to them first. After distribution has been fairly well established, then the campaign to consumers will both move the goods faster and help to stock in other dealers.

The trade paper advertising makes it a safer risk for the jobbers to take hold, and thus the new product is skidded along to success in quick, safe grooves without the bumps that are frequently given to new products by over-enthusiastic but premature advertising.

I have known of manufacturers being spoiled for all time as advertisers by the unintelligent persuasions of some advertising agent whose lack of knowledge of merchandising conditions made him incapable of comprehending the costliness of his impracticable advice to jump into a campaign to the public the very next month.

One case I know of was that of a manufacturer in the textile line, who had practically decided to spend a large sum advertising his goods, according to a plan laid before him by an inexperienced advertising agent.

When he told his plans to a seasoned veteran in trade-paper textile advertising, it didn't take long to point out how utterly impractical it was to begin on the consumer at once, with the season, style and distribution conditions as they were.

Naturally, when the advertising agent's plans were temporarily set aside, he was angry, and desired to warn the advertiser that, if he didn't look out, the trade papers would "hog" all his money. But in this case it is safe to say that the trade paper advertising saved that advertiser to the magazines by safely solving his dealers' and distribution problem, the lack of which was pretty certain to have spelled failure.

Probably there are trade papers which would endeavor to "hog" an advertising appropriation, but the responsible ones are not so narrow; neither are responsible advertising agents.

Makers of VARNISH

OIL CRUSHERS

LEAD GRINDERS

COLOR MANUFACTURERS

THE CANADA PAINT COMPANY

LIMITED

THE CANADA PAINT COMPANY

LIMITED

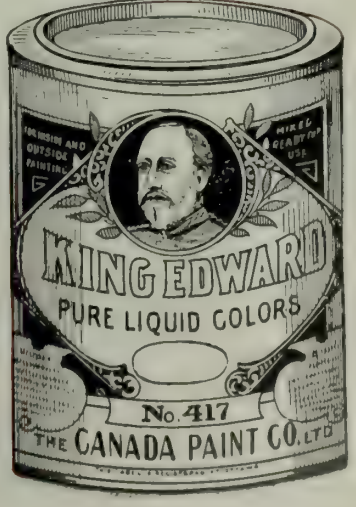
All communications respecting orders for the NORTHWEST should be addressed to

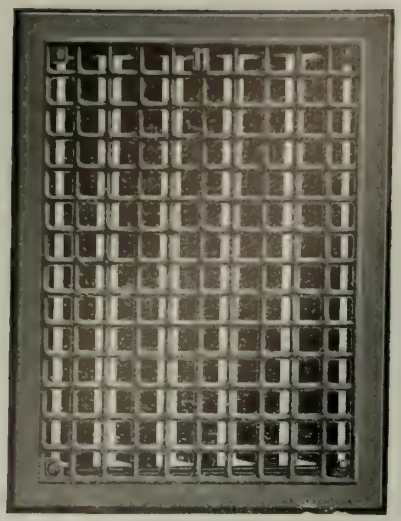
The Canada Paint Company

LIMITED

112 Sutherland Avenue

Winnipeg - - Manitoba





H. and C. REGISTERS, Borders and Faces

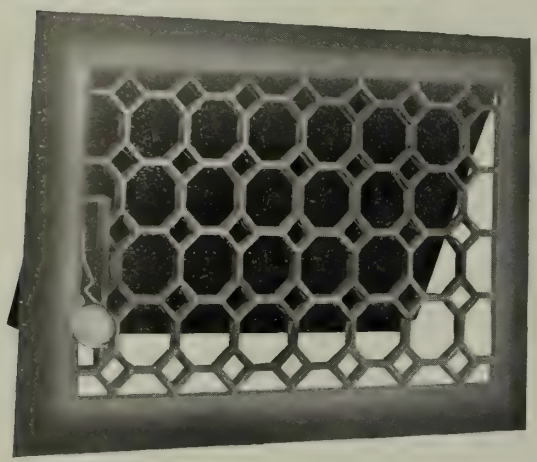
All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY Co.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. Office: CHICAGO, ILL.



The Most Satisfactory Register on the Market
IS THE

DOMINION WAFER

It is of an artistic, Moorish design and made in two styles, vertical and horizontal. Popular with the people. It is convenient to instal, easy to operate, attractive in appearance and of splendid finish.

This Register is suitable for first floor rooms, being moderate in price and having the advantage of a fan opening into stack pipe, thus insuring the diversion of sufficient heat into rooms where placed. The lever is nickel-plated, works easily, and, as it does not project more than one inch, it does not catch the dress of the lady about the house.

It will pay you to handle the Dominion Wafer Register

Send for our catalogue and discounts.

MANUFACTURED BY

A. WELCH & SON, - Toronto, Ont.

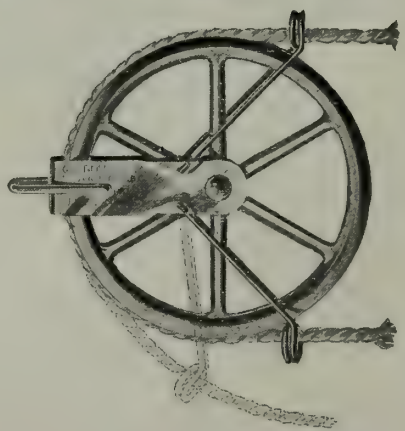
A STRONG, STEADY SELLING SPECIALTY

IS THE

"Rollston Easy" Pulley

Adjustable Guards
Large Wheel
Easily Operated

It Makes Wash Day Play



Suspending Link
Steel Yoke
Strongly Made

A Child Can Operate It

These are a few of the talking points about this pulley which in two years has won wide recognition.

The sales of the "Rollston Easy" have been very gratifying and the output is continually increasing. The advantages which it has over other and smaller clothes line pulleys are numerous and self evident. A glance at the cut will readily show. Drop us a line for our terms.

Made in Two Finishes--Japanned or Galvanized.

The C. S. Rollston Hardware Specialty Co., Vancouver, B. C.

Here's the Refrigerator that sells at sight, and each one sold sends along another customer. The

White Frost Refrigerator

MADE entirely of galvanized sheet steel, 1 1-4 in. air space between walls; thoroughly insulated with "Aerofelt" and "Maltha," the best and most expensive insulation known to science. Heavily enamelled outside and inside (enamel baked on). Not a splinter of wood in its construction. It can not shrink, warp, swell nor decay. Lasts a lifetime.

ROUND in shape. There are no nasty corners, no cracks or crevices for dirt and germs to gather. Turn in the hose and wash it out in a minute. The ONE absolutely Sanitary Refrigerator.

REFRIGERATION in harmony with Natural Law—maintaining a low, cool, pure, dry, equable temperature in hottest weather, preserving all foods sweet and untainted all the time—and most economical in ice. Perfect refrigeration guaranteed—and this guarantee based upon five years' successful usage in all parts of the country—Experience has proven the sanitary excellence of the "WHITE FROST." (see cut).

REVOLVING SHELVES do away with all "reaching over" to get an article—prevent spilling accidents, and make easy use of every inch of shelf space. Shelves quickly removable and easily replaced. You can take the whole "innards" out in two minutes and put them back in less time.

ENAMELLED in pure white outside and inside; trimmings of solid brass; perfect lock; ball-bearing castors; make the "WHITE FROST" the handsomest, best and most convenient and absolutely sanitary Refrigerator on the market.

WOMEN fall in love with the "WHITE FROST" soon's they see it. Sales are made without loss of time. Every customer is delightfully satisfied.

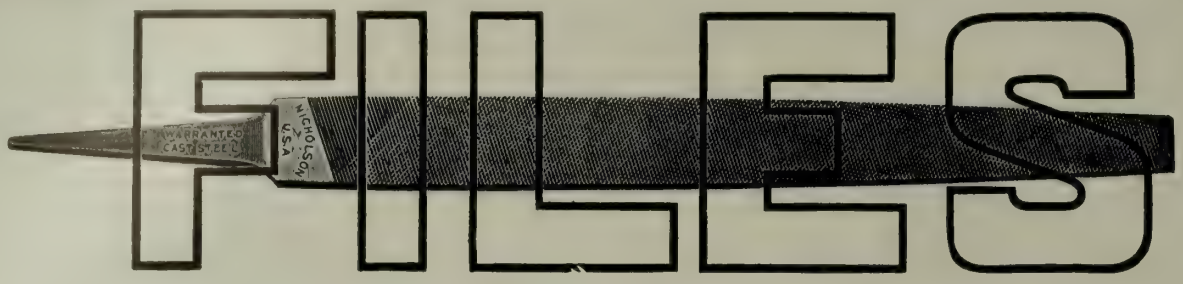
IF YOU want the Refrigerator trade of your city, you want to sell the "WHITE FROST." Get orders in now and guard against disappointment. Catalogue on request.

"Dear Bob, I want you to buy me a White Frost"

Prices quoted and orders accepted for 1910

LEWIS BROS., Limited

EXCLUSIVE CANADIAN DISTRIBUTORS, MONTREAL



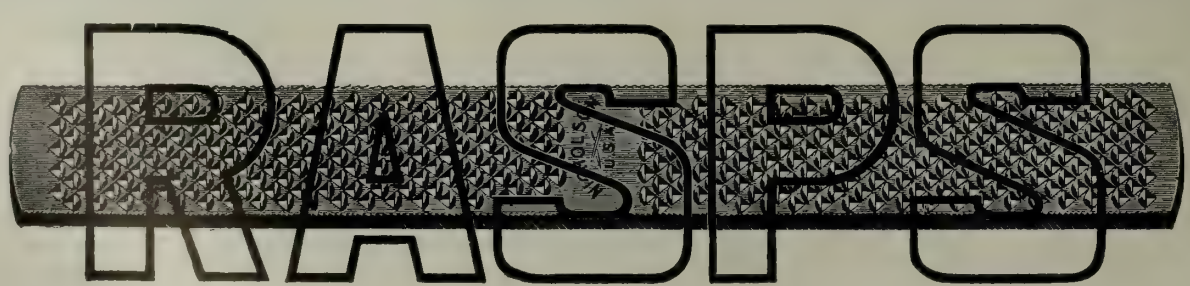
Kearney & Foot
Arcade
American
Great Western
Globe
McLellan
J. B. Smith
Eagle

These well-known Factory Brands are made and guaranteed by us.

Carried in stock in ample quantities to enable us at all times to promptly fill orders of any size.

NICHOLSON FILE CO.

Dominion Works : PORT HOPE, ONT.



Island City

Brands of

Liquid Paints, Colors and Fine Varnishes

Reliable and profitable goods for the dealer.

Backed by a strong guarantee.

Most particular merchants supplying most particular consumers are our customers.

Have you an account with us?

If not, open one the next time our representative calls upon you.

You will be very much pleased with the treatment you will receive from us.

From the well assorted stock which we carry at our different agencies your requirements, wherever you are located, can be filled promptly.

P. D. DODS & CO., Limited

AGENCIES

The Western Paint Co., Winnipeg, Man. *J. H. Morin & Co., Toronto, Ont.*
The Capital Paint & Oil Co., Ottawa, Ont.

Head Offices and Works : : : Montreal

DISSTON

SAWS, TOOLS AND FILES

MADE
SOLD
USED **On Merit**

AND THE CONFIDENCE PLACED IN THE QUALITY AND EFFICIENCY OF THE

DISSTON BRAND

SHALL BE AS WELL-DESERVED IN THE FUTURE AS IT HAS BEEN DURING THE PAST

SIXTY-NINE YEARS

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works PHILADELPHIA, PA.

CANADIAN WORKS: 112 Adelaide St. East, Toronto, Canada

AXOLINE

IS A MARVELLOUS SELLER

What is AXOLINE? It is the finest METAL CLEANER on the market

While it will clean ANY metal, it excels for BRASS

Just demonstrate its merit to your nearest bank or public institution where there are BRASS railings, etc., and the CLEANER will sell itself.

It saves money for the user and makes a good profit for you. Its price places it within the reach of everyone.

IT LASTS LONG, CLEANS QUICKLY, CHEAPLY AND THOROUGHLY. AXOLINE STANDS UNRIVALLED

Why not be our agent and make money? Write to-day for sample. Generous sample on receipt of ten cents.

ANGLO-FRENCH IMPORTING CO. LIMITED

232 LEMOINE ST. - MONTREAL

ALL MADE IN HAMILTON, ONTARIO

The Electrical and Manufacturing Hub of Canada

BY THE

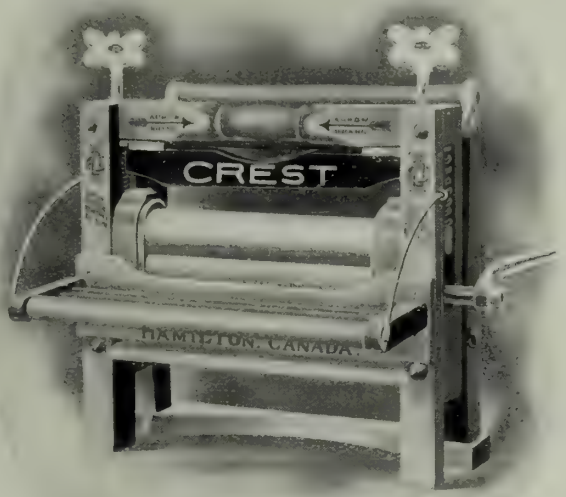
DOWSWELL MFG. CO.

LIMITED

New Century Washer
(Bicycle)

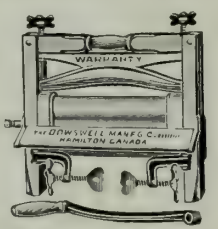
Royal Canadian
Wringer

Bench Wringer

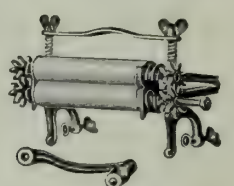


Crest Wringer

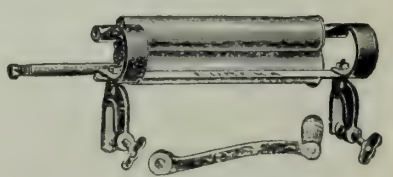
Momentum Washer



Warranty Wringer



New Eureka Wringer

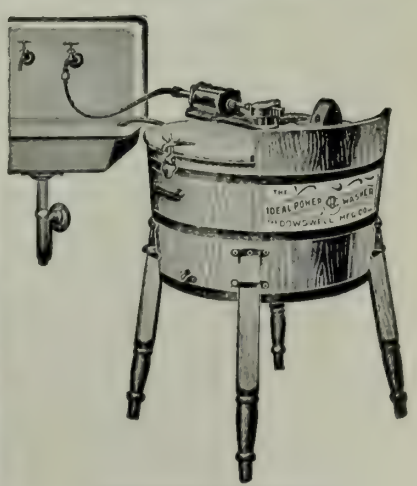


Eureka Wringer

SIMPLICITY
DURABILITY
QUALITY

Velox Motor Washer

Clothes Reel



Ideal Power Washer

No other machines have a like selling record. : : :

You can have a Catalogue for the asking

KEEP RIGHT ON SELLING

Dominion Ammunition without boosting it, and watch it boost itself. Or stack it up against the best duty-paying ammunition you can buy, and see which lasts the longest.

Dominion Improved and ***Proved*** cartridges and shot shells are every one a graduate from the Dominion System, the newest and severest testing system in the world of ammunition.

YOUR CUSTOMERS WILL DEMAND

Dominion Improved and ***Proved*** Ammunition, because it is *Better*, and because it costs less, being *Made in Canada*. For any size and make of gun, and *Guaranteed Sure*. Ask for catalogue.

DOMINION CARTRIDGE CO., LTD.
Montreal, Canada

DOMINION
IMPROVED AND PROVED
AMMUNITION

REASONS WHY!

There are many reasons why ***LEADING STOVE MANUFACTURERS*** are using our ***Special Flat Bright Cold Rolled Smooth Finish Steel.***

WHY? Because it is specially rolled for plating purposes, with a perfect smooth, bright finish, and is made in all tempers for intricate forming, drawing and blanking; in fact our facilities for catering to the varied requirements of the trade are unequalled, and the superiority of our product is the "Silent Salesman" that secures the patronage of economical manufacturers, where quality is a factor, and finish an attractor.

We Solicit Your Enquiries.

United States Steel Products Export Co., Montreal, Que.

Of Mutual Interest to Publishers and Readers

The annual Stove and Western Number of Hardware and Metal has for many years been recognized as the representative publication of the Canadian stove and heating trades but we have no hesitation in saying that this 1909 number is the most valuable issue yet given to our readers—and practically every hardware and stove dealer in Canada is a reader of Hardware and Metal.

Nearly thirty pages in the advertising section are devoted to announcements made by Canadian foundrymen of the latest improvements in the various products of their works. In these pages are valuable pointers for retail stove dealers and furnace contractors—points such as Tom Murray says he looks for when he reads the clothing trade papers from cover to cover.

* * *

We have heard manufacturers say that the retailer does not read trade papers and does not buy an article because of the merit it contains but rather places his order as a result of the talk given by the traveler who calls upon him. We know that there are still some retailers with last century ideas who say they "have not time to read trade newspapers." Our subscription travelers occasionally run across this type of individual. But we find a growing number of the type of Tom Murray—men who greet every traveler as a friend and men who read their trade paper "from cover to cover."

And once in a while the spirit moves one of our readers to frankly tell us what he thinks of Hardware and Metal. On April 26, for instance, O. C. King, Quill Lake, Sask., wrote as follows:

> Gentlemen—Enclosed find check for $2, for which send me Hardware and Metal for the coming year. I have been in the hardware business for nearly three years. When I first started I subscribed, but the subscription expired and I had not received the paper for several months until a few days since I received a copy of the Spring number. After having taken your paper and then going without it for a few months, I am free to confess that you might as well try to run a locomotive without steam, as to run a good up-to-date hardware store with-Hardware and Metal.
>
> After reading your editorials on operating the store on the cash basis, I have decided to adopt the cash basis system in my store, and have notified all the people in and around Quill Lake as per circular attached.
>
> Yours very truly,

Successful buying is one of the chief essentials to modern merchandizing, and no merchant can buy (or sell) intelligently without knowing at least several lines of goods.

How would it do for a merchant to rely absolutely on information gathered from only one traveler? Would such a man have the same chance of success as a man of the type of Tom Murray, who listens to each man's story and secures their prices?

Would Hardware and Metal be able to give such accurate information on market quotations, if its editors relied upon only one man in each line for their information?

The only sucessful selling method to follow, is to not only know the goods you sell, but also "know your competitors' goods," and just so in buying. The stove dealer who starts off in the race with the best opportunity of winning is the one who not only studies the improvements made in the lines he and his nearby competitors handle, but also studies the new features in every line sold on this market.

By studying all the lines the merchant is able to talk intelligently with the salesman who calls upon him and, having decided what lines to stock, he can have his sales force study the same literature he got his knowledge from.

* * *

This issue of Hardware and Metal provides an opportunity for the stove dealer to gain the information he needs.

A new department, "New Products of Canadian Stove Foundries," is established and the new lines and improvements of each foundry are described.

Then, as said before, about thirty pages are devoted to the latest announcements made by the most enterprising stove makers in Canada. A fair number of stove manufacturers make an annual exhibit of their goods at Toronto Exhibition—some of them selling to the trade, some to catalogue houses and some who peddle their product. Here in this issue, however, are the announcements of practically every Canadian stove and furnace manufacturer who sells through the hardware trade, many of these never making displays at the Toronto Exhibition.

Hardware and Metal is the real Annual Stove Exhibition, and instead of a few of the trade coming to see the show, this issue goes to every stove merchant in Canada.

But the only way for stove dealers to get full benefit from the show is to study the advertising announcements of each stove manufacturer, and to send for a catalogue of every line which has points which appeal to him. Manufacturers will be only too glad to forward such printed matter on request.

* * *

One of the most interesting departments in Hardware and Metal from week to week is the "Letter Box," in which the editor offers to answer any question asked him on any subject connected with the hardware trade. The editor frankly admits that he does not know it all. He feels, however, that his position brings him in touch with the best informed men in the trade, and questions he cannot answer himself can be answered through him by men who know.

HOW TRADE PAPERS HELP TRAVELERS.

Tom Murray, the most original advertiser in Chicago and the most successful retail clothing merchant in that city, recently expressed his views on the value of trade papers and how they help the traveling salesmen. He said:

"In my store are signs that read, 'Matters not what your business is, I have time to listen,' consequently the traveling salesman has a standing invitation to come into this store. He can have a chat with me on business if he wants to. I will listen to what he has to say. The men at the head of each department will treat the traveling man with just as much respect as I do. But if I don't know the house he represents, at least by reputation, why then, his task is harder than if I had heard something of his firm.

"Now, I read trade papers as I read newspapers—to get the news.

"The local newspapers give me the news of my city, and the world in which I live. I am much interested in both.

"But I make my living by selling wearing apparel to men, and I have a lively interest in whatever helps to bring in my living—and extras.

"So I take a number of trade papers and read them from cover to cover to get the news of the various branches that constitute my stock. And that's one of the ways that I learn about the manufacturers, whose salesmen come to sell me a little bill of goods.

"If the manufacturer's advertisements have impressed me, his salesman gets a careful hearing, for I want to know more of the story the trade paper 'ad.' started to tell."

HARDWARE AND METAL

Established . . . 1868

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses:

Canada: Macpubco, Toronto. England: Atabek, London, Eng.

OFFICES:

MONTREAL - - 701-702 Eastern Townships Bank Bldg Telephone Main 125

TORONTO - - - - - - 10 Front Street East Telephone Main 7324

WINNIPEG - - - - 511 Union Bank Building Telephone 3726

LONDON, ENG - - - 88 Fleet Street, E.C. J. Meredith McKim Telephone, Central 1296

BRANCHES:

CHICAGO, ILL - - - - - - J. P. Sharpe 933-935 Monadnock Block

NEW YORK - R. B. Huestis, 1109-1111 Lawyers' Title, Insurance & Trust Building Telephone, 1111 Cortlandt

VANCOUVER, B.C. - - - - - R. B. Bennett

PARIS, FRANCE - Agence Havas, 8 Place de la Bourse

ZURICH, SWITZERLAND - Louis Wolf: Orell Fussli & Co

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.
PUBLISHED EVERY SATURDAY.

CONCESSIONS TO STOVE TRADE

It will be remembered that a great deal of dissatisfaction developed at the conduct of the Stove building at the Toronto Exhibition in 1908. Some old exhibitors found themselves crowded out and some of the largest stove foundries in the country were refused space, although applications were in several months in advance. Then to cap the climax space was given a big departmental store for a stove exhibit and this concern price-marked every stove and turned what was supposedly a trade exhibition into a retail bargain sale.

Hardware and Metal promptly took the matter up and criticised the Exhibition authorities, calling for the erection of a new stove building or, failing that, the enlargement of the space allotted to stoves in the present structure by removing the noisy motor boats and gasoline engines and centreing all stove and hardware exhibits in the nothern portion of the Process Building. The failure to stop the bargain sale of stoves was also criticized severely as an abortion of the real purpose of the Exhibition and a warning was given that unless the stove manufacturers were fairly treated they would be forced to withdraw as the implement manufacturers had done.

Hardware and Metal is pleased to report that the Exhibition board have acted upon the matters referred to and having other important buildings to erect, they have allotted the northern section of the Process building to stove and hardware exhibits as suggested by this paper.

The objection to the pricing of stoves has also been acted upon favorably by the addition of the following clause to the rules and regulations governing exhibits. The new clause reads:

> "Prices of goods shall not be attached to any article on exhibition, or displayed at any booth or exhibit, without the consent in writing from the Manager, such consent to be contingent upon the Board reserving the right to cancel such privilege at any time during the Exhibition, when in their opinion such procedure is detrimental to the interest of the Exhibition. In the event of any exhibitor failing or neglecting to remove such prices from any article, booth or exhibit, when notified of the Board's decision from the Manager's office, the same may be removed by any Exhibition Official. A notice of the Board's decision left with any person in charge of any article, booth or exhibit, shall be deemed sufficient."

Asked if the clause would admit of any evasion such as the numbering of each article and the giving away of a printed form showing a price opposite each number, a plan followed by the departmental concern at another exhibition last fall, Dr. Orr, manager of the Exhibition, stated that no evasion would be permitted as the exhibition was intended to be a display of manufactured goods and any attempt to give prominence to the sale of goods would render the exhibition liable to be ordered from the grounds.

This year's exhibit of stoves and heating goods will, according to the space allotted so far, be the greatest exhibit of its kind yet made in Canada and every stove merchant who can do so should make it a point to visit Toronto Exhibition for 1909.

FIGURING COSTS RIGHT.

Supposing a retail dealer did a business of $20,000 a year. He figures his total expenses at $4,000 for the year, which is 20 per cent. of his gross sales. If he has not had experience in business he marks his goods something like this: Stove—cost $40, plus 20 per cent. for cost of doing business, is $48; sold at $60, leaving a profit of $12 net. There's where he makes his mistake. His cost of doing business is 20 per cent. of the selling price of the stove, which is $60, and 20 per cent of that is $12; $40, the cost, plus $12, is $52. If the stove is sold at $60 the net profit is $8 instead of $12, as the dealer had figured.

When inexperienced dealers figure profits in this manner only failure can result.

FARMER'S LOT IMPROVING.

The old story of the isolation of the farmer and his family may still be true in parts of the west but there is no denying the fact that there has been a marked improvement in his methods of life in the older settled portions of the country. Electric railways and rural telephones do not reach every farm house but they are reaching out in such a way that thousands of farmers are benefitted. Daily newspapers, too, now go into tens of thousands of farm houses and the farmer has his own trade newspaper giving him the current prices of pork or oats.

Several years of prosperous times with high prices of foodstuffs have placed the farmer in a better financial position. Hundreds of millions of dollars are produced each year by Canadian farmers from their labors on the soil and they are undoubtedly the best customers any merchant can secure.

The savings bank people have been assiduously cultivating the farmer with the result that millions of dollars have been put on deposit at small rates of interest, much of this being rightfully the property of merchants to whom the farmers owe unpaid balances. The credit system is responsible for this but fortunately the movement to sell for cash only is gaining headway and merchants everywhere are becoming more independent about extending credit.

The lessons to be drawn from the changes going on are: (1) that merchants must recognize the fact that farmers in the older districts are able to pay for their goods and the cash system should be enforced, and (2) that farmers ought to be encouraged to spend more of their earnings in securing the advantages of modern civilization rather than hoarding up the money for children to squander or quarrel over. Merchants should, therefore, urge the farmers to organize rural telephone systems (a good antidote for mail order buying), to instal hot air heating systems in their houses, and equip their houses and barns with a domestic water supply system with its attendant bath room, water closet and septic tank sewerage disposal system.

The merchant or his best salesman should spend an increasing amount of time calling upon the farmers in their own homes, giving information about and soliciting orders for metal roofing, cream separators and other farm implements, stoves, furnaces and even hot water heating systems, and modern plumbing equipment. Try canvassing for trade for one year and you will no more think of discontinuing it than the wholesaler would think of drawing his travelers off the road.

THE BUSINESS SITUATION IN WESTERN CANADA

It is a pleasure to contrast the present business situation in western Canada with that which obtained twelve months ago. At that time the west, in common with other sections of the country, had scarcely recovered from the effects of the business depression. There was reason to hope that the 1908 crop would be sufficiently large to compensate in part for the disappointments of the previous year, but it had not yet been harvested and there was little disposition to discount the future. Consequently, the business maxim of the business man was caution, and the wholesalers and manufacturers found their orders from western territory disappointingly small.

To-day the situation is changed. Buyers are still cautious and there is no disposition to be reckless in loading shelves with unnecessary stock; but business is fully one hundred per cent. better in nearly all sections, and there are sound reasons for the improvement. The 1908 crop was not so large as was hoped for in the early part of the season, but in a year of high prices the returns from it were the largest in the history of the country. Speculation has been checked, business is on a sound footing, and the crop returns were sufficiently large to bring a return of a moderate prosperity.

Estimates of the Crop.

It is foolish to attempt to estimate the 1909 crop at this date. But this much can be said. Not in recent years has there been so favorable a season or has the crop looked so well at this date. An ordinarily good return is now absolutely assured, and it seems likely that the most sanguine hopes will be realized. D. D. Mann's estimate of 140,000,000 bushels of wheat may or may not be realized; the west will be well satisfied with 125,000,000 bushels. In this era of high prices a much smaller crop would bring fairly satisfactory returns.

With such conditions obtaining, it is small wonder that business has shown a marked improvement during the first half of this year. In all the western towns of importance there has been a big increase in building, from which the hardwareman has reaped considerable advantage. He has not, however, benefitted from this class of trade as much as might have been expected, and for this he has only himself to blame.

Need of Association Emphasized.

Perhaps never before has the retail hardwareman realized the value of a strong retail hardware association so much as this season, when he is without such assistance. Throughout the west contractors, large and small, are buying builders' hardware at wholesale prices to an extent which would not obtain were the hardware dealers organized as they should be, or as they were two or three years ago. Nor is this all. The retail hardwareman in many sections has to put up with unfair competition in heating goods to which he would not submit were he backed by the strength and influence of a strong Retail Hardware Association. In a year when business is showing such marked improvement the retail hardware dealer of the west is not getting the benefits that should properly be his and for this he has himself to blame. When he had an organization he refused to support it. As a result, he is defenceless to-day and it will not be surprising if the situation brings about its own natural remedy—a re-organization of the old association on provincial lines.

The Situation Summed Up.

The wholesale and manufacturing heating goods trade is flourishing so far as volume of sales is concerned. With the big increase in building there has been a corresponding increase in the demand for heating apparatus. But in every line there is very strong competition for sales this year, and there has been a great deal of price-cutting. This is the unsatisfactory feature of the situation.

To sum up: General conditions are favorable, the country is entering upon an era of new prosperity and big increases in business will come as a natural consequence. The only disturbing features in the present situation are of a temporary character, and will doubtless bring their own remedy.

BUILDING IN THE WEST.

The activity in building circles in the west is strikingly shown by a glance at the statistics just published by some of the larger centres west of the Great Lakes.

Take the month of June, for instance, and compare it with the same month a year ago. In Fort William the permits rose from $158,175 a year ago to $307,125 this year. Winnipeg shows an enormous increase, the figures being $802,200, compared with $2,041,650. Regina shows an increase from $75,310 to $121,650; Calgary from $147,700 to $202,710, and Edmonton from $97,645 to $210,290. Vancouver doubled the value of its permits, these values being $333,400, as against $682,270.

All this is encouraging, especially as in the case of Vancouver and Edmonton, where the value of permits issued during the first half of the year did not compare so well as with the same months a year ago. In fact, the figures for Edmonton for the past six months show a decrease as compared with a year ago. This is due almost exclusively to the amount of public building let out on contract during 1908 in that city. There were the new Parliament buildings, court house, high school and improvements to civic buildings counted in last year's estimates, although probably more money will have been expended during 1909 on these structures than was the case last year.

That comparison may be given, however, we submit values of building permits for the first six months for a number of western centres. Winnipeg this year is spending $5,642,450, against $2,238,250; Regina, $362,645, against $156,183 last year; and Calgary, $949,110, against $409,090. Edmonton's permits are $1,092,220 this year, as compared with $1,729,810 in 1908. If for the reason above we take away some of the values on the public buildings being erected there, it will be found that Edmonton, too, will show an increase. Vancouver's permits this year were $3,418,195, as against $3,354,050 last year, a slight increase.

It will thus be seen that while wheat may be king in the west, the opening up and development of that country is giving an impetus to building little short of marvellous. With building goes railroad construction, and following them come business houses. This should be a great year for the west, and the vast amount of money spent in building alone augurs well for the future.

CANVASS FOR POSSIBLE BUYERS.

The stove man should, no matter how busy he is in the fall, conduct an active canvass among the house owners of his community to see whether or not the kitchen stove or the heating apparatus needs to be replaced. It is far better to spend an hour or two every day in such a canvass than to waste some time fussing over unprofitable business around the shop and store.

A canvass of this character will usually find many people inclined to make a trade, and many other people who are willing to pay a fair price for a second-hand stove who would not think of investing the sum required to purchase a new high-class range or parlor heater. It will also bring trade for other needed household utensils generally carried by the stove dealer, and orders for repairs to roofs, conductors and other work which will not only keep the men in employment but help to swell the much needed business of the year.

There is no occasion for the enterprise to stop at the canvass, but an ingenious man can spend an hour or two in the evening preparing for some attraction to his show window which will stir up business where it otherwise would not be found.

Existing Conditions in the Heating Trade

The Outlook for the Fall Trade—Changes in the Method of Manufacturing — Prices the same as Last Year—Need for Further Protection for Stove Manufacturers — American Founders Favored in Freight Rates—Imports of Stoves During Past Five Years—Competition of Peddlers and Catalogue Houses—Must Fight to Hold the Trade.

With the exception of British Columbia, the winter of 1908-9 was not favorable to the stove and heating trade and had it not been for the conservative buying of retailers in other parts of Canada, consequent upon the financial depression which affected all industries last year, large stocks would have been carried over and all branches of the trade would have suffered. As it was, some stove dealers were caught with considerable unsaleable stock on their hands, but as a general rule the carry-over stocks were not much greater than in other years.

The outlook for trade during the coming fall and winter is very favorable, when it is remembered that during the past two winters many people have deferred buying new stoves owing to the mild weather and to the scarcity of money. Work has been more plentiful in the towns and cities this summer and an improvement in the demand for stoves should result. In the west, too, present indications point to a record harvest, while in the Maritime Provinces, Quebec and Ontario, the farming community have for several years past enjoyed good crops and high prices for their produce. With average winter weather it would not be surprising to see very heavy buying of house heating apparatus during the coming season.

What Manufacturers Say.

The Gurney Foundry Co., Toronto, say: "We expect a big fall trade, as we do not think that stocks in the country are large enough to seriously affect the stove business this fall."

The McClary Mfg. Co., London, write. "While trade has been rather backward up to date, the indications of a good crop justify the conclusion that we shall have a better fall trade than usual. If, however, the crop is not safely harvested in the Northwest, or they have the misfortune of early frosts, we may expect a considerable slump."

The D. Moore Co., Hamilton, report: "We anticipate a considerable increase over last year's business; in fact, our sales are already substantially ahead of those of a year ago."

Conditions in the Foundries.

An evolution has been going on in the stove foundries, the manufacturers, in their effort to reduce the cost of production, having introduced molding machines and established their plants on the "open shop" basis, i.e., open for the employment of either union or non-union workmen. The molding machine, like the typesetting machine, is in line with human progress, but its adoption in Canadian stove foundries has been hastened by two factors, the desire of the manufacturers to produce economically enough to enable them to compete with the cheap American stoves in western Canada, and the high cost of labor, coupled with the strife resulting from the efforts of the unionists to wrest control of the foundries from their employers. As one Ontario stove founder writes: "The Canadian stove manufacturers who wish to keep up with the times and also retain full control of their factory, will have to introduce molding machines, compressed air and all the numerous other improvements which accompany them. This will have the effect of specializing the stove trade more than ever."

The labor troubles referred to have kept a number of the Ontario foundries idle for a considerable portion of the past two years, but molding machines have now been successfully introduced in many places. Some trouble has been experienced in getting the new system in proper working order, and the output of stoves has been considerably curtailed. Instead of warehouses being filled with manufactured stocks, the stove founders, after the first shipments have been made, will have to hold many orders while the goods are being made.

The situation, therefore, is that if the expected large demand materializes, the hold-over stocks in retailers' hands will soon be eaten up and it is quite possible that manufacturers will be unable to supply goods as fast as ordered, and a shortage result.

No Change in Prices.

While it is true that there is some saving in the price of pig iron, there has been very little, if any, in the price of steel and other supplies; and this, coupled with the fact that labor and living expenses remain practically stationary, and the further fact that the tendency of manufacturers is to continually add improvements, keep the manufacturing costs up, so that there appears to be no chance for reduced prices in stoves and ranges for this season at least.

Duty Should be Higher.

Hardware and Metal does not hesitate to endorse the appeal for an increase on the import duty on stoves made by T. J. Stewart, M.P., of Hamilton, in the House of Commons at Ottawa last session. Mr. Stewart stated that for 14 of the preceding 24 months stove foundries at Hamilton had been idle and the workmen had been walking the streets. And this in the face of an importation of four hundred carloads of stoves made in United States foundries. He appealed strongly for an increase in the duty from 25 to 35 per cent., and stated that unless the Government protects the stove industry it will soon be in the same unfortunate position as the woolen industry in Canada.

The imports of stoves of all kinds and parts thereof from the United States for the past five years, as given in the reports of the Department of Trade and Commerce, are as follows:

To June 30, 1905	$ 403,047
To June 30, 1906	467,922
To March 30, 1907 (9 mos.)	431,325
To March 30, 1908	456,847
To March 30, 1909	342,010

To get the value of these imports it is necessary to add the duty of 25 per cent., and by doing this it will be seen that in 1906, 1907 and 1908, they averaged in value almost $600,000, while last year the imports were considerably reduced, largely as a result of the financial depression, but partly owing to the increased manufacture of gas stoves in this country.

U. S. Stove Founders Favored.

A peculiar phase of the manufacturing situation is that not only are United States stove manufacturers given the benefit of a low rate of duty—particularly low when it is remembered that they can undervalue their product to the extent of 7½ per cent. before the dumping clause is put in operation, and we have never heard of it being called into use, in spite of repeated reports of imports of stoves sold to Canadian dealers at from 10 to 15 per cent. lower than prices quoted United States customers—but an additional favor is granted U. S. stove makers over Canadian foundrymen by charging an import duty on raw materials for stoves, such as nickel anodes and asbestos board, made from nickel and asbestos mined in Canada, exported to the United States and then brought back into Canada subject to a duty of 25 per cent. If a duty were put upon nickel and asbestos, of which Canada controls the market, Canadian foundrymen would secure these materials at cost price, while American stove makers would have to pay the duty—thus reversing the present situation.

Americans Have Many Advantages.

Stoves are one of the articles in which it would be hard to form a combination in price, as there is nothing to prevent any one of the hundreds of foundries in Canada from manufacturing stoves or ranges. And if made in a style and quality which appeals to the public a permanent business can be built up.

American stove makers have advantages over foundrymen in Canada in that they have an enormous market to manufacture for, and by producing in

large quantities every advantage can be taken of the latest appliances, and in the division of labor. By specializing a plant upon one style of stove only a small amount of capital is tied up in patterns. And still another advantage is the employment of cheap negro labor at St. Louis and other points, from which the American railways give a lower freight rate to Winnipeg than the Canadian roads give from Toronto or Montreal.

Canadian stove manufacturers have not yet specialized their business—by having each plant produce only one style of stove, and their outlay for patterns for each plant is therefore far greater than that of their American competitors. A year or so ago the proposal was made that the various Canadian foundrymen establish a single plant to be specialized upon malleable ranges, but the idea was not carried out.

Peddlers and Catalogue Houses.

It would be useless to deny that stove dealers, especially in the smaller towns and villages, are suffering from the competition of stove peddlers and departmental stores. The fault is largely their own, however, as they are in a far better position to win the confidence of the farmers and townspeople than their competitors.

While there undoubtedly exists a small class who can be talked into buying something they do not need, the majority of farmers who buy from peddlers do so because the local stove man has failed to take advantage of his opportunities. The local hardwareman who does not canvass his district for business is not deserving of much sympathy when he criticizes others for being more enterprising than himself.

And just so with departmental store competition. It should be an easy matter to convince the local editor to maintain a steady campaign in favor of dealing at home with the men who are paying taxes to keep up the roads and schools and otherwise making the community better to live in. The editor draws his living from the revenue from advertising and if he fails to serve his advertising clients' interests the cancellation of an order or two will soon make him realize that his interests are bound up with those of the local merchants. Let the local editors do their duty and catalogue house competition will not be the bugaboo it is to-day. Experience in the United States has shown what can be done in an intelligent campaign in which the local paper points out the folly of buying cheap goods from concerns who are not convenient to reach when repairs are wanted.

Select one leading line and talk quality, but be ready to satisfy the bargain hunter by offering a cheap competitive stove if he insists on wanting low-price goods after being told that he cannot expect good goods without paying for them.

W. W.

THE STOVE SITUATION IN WESTERN CANADA

For many years to come western Canada will be an excellent field for manufacturers of house furnishings. For the past twenty years the trade has been excellent in those lines which are essential to the equipment of homes. It is since that time, however, that the trade has developed materially in lines of goods which may be looked upon as luxuries. With the increase of a larger range of home supply goods, there is also an increase in the demand for better quality. To keep apace with this demand for quality, as well as the increased yearly demand for quantity, has been the problem of manufacturers and wholesalers.

In no line of goods is this feature so marked as in that of stoves and ranges. A superficial knowledge of the conditions of western Canada will be sufficient to convince one that the stove trade should be excellent in that territory. Thousands of new homes are being erected annually by settlers, and a stove is one of the first essentials for the most crudely furnished house. Manufacturers have not been slow to cater to this class of trade. The new settler knows little of the superior qualities which a stove should possess, or of the reputation of the manufacturers, therefore, the matter of price is usually the controlling force in the purchase.

It cannot be said, however, that Canadian manufacturers have been guilty of this charge to the same extent as American manufecturers. Canadian manufacturers have not deliberately turned out inferior stoves, but the nature of the trade has not stimulated them to make improvements where it was possible. Nor have they been careful to construct stoves which would be adaptable to western conditions, and meet with the most popular approval. An instance of the latter case is that in the west a stove which takes a nine-inch lid is the most popular, and eastern manufacturers continued to send the old eight-inch lid stove to the west, because it was the style used in the east. It is obvious that this laxity on the part of Canadian manufacturers would be taken advantage of by American manufacturers, who are only too anxious to claim a share of the harvest from the fast-growing trade. The American foundries are quite capable of turning out cheap stoves, and in addition to this they were in a position to supply suitable western stoves, because for years they had been supplying them to their own northwestern states. The American stove makers, therefore, found an open door into western Canada, and not until their goods were well represented did Canadian stove manufacturers make strenuous efforts to save the field.

The most commendable move for the Canadian makers was to endeavor to out-class the American stove makers in the quality of their products. It is believed that they have succeeded in doing this. Comparisons of quality and finish, with the better American lines are much in favor of Canadian-made goods. The Canadian makers have arguments in favor of their goods that will defeat the American product, if only they have an opportunity to use them. Too often, however, it is a case of the dealer comparing the prices of the attractive-looking American stoves with Canadian stoves, which, upon expert examination, are found to be much superior in construction.

It is perfectly legitimate for Americans to try and secure the Canadian trade. Canadians have the same privilege of going across the line with their goods. It does not seem fair, however, that American manufacturers should be allowed a difference of 18c per hundred pounds in the carload freight rate to Winnipeg. Nor does it seem legitimate that they should be allowed to evade the dumping clause. Canadian manufacturers are willing to meet their competitors on even ground, but at present there are some advantages given to manufacturers in the south. Probably the chief advantage is that of freight rates, which has been referred to. The freight rate on American stoves are lower than on Canadian goods, for the reason that points to, and including St. Louis and Chicago, are grouped with a carload rate to Winnipeg of 55c, as compared with the car rate from Windsor to Montreal grouping of 73c for carloads to Winnipeg. Regarding the dumping clause, American makers reduce the price to cost in order to get the trade in western Canada. There is no idea of profit-making, but simply to unload their surplus stock or be able to cut down factory costs by producing in quantity, Canadian manufacturers, on the other hand, cannot sell in the west without a profit, as it is their natural market and as a consequence, there is often a difference of over 7½ per cent. in the price American stove founders quote in their own market and the price on which their Canadian agents pay duty.

Notwithstanding the disadvantages at which Canadian manufacturers are placed, they have occasion to feel satisfied with the stove trade. Local wholesale houses representing Ontario stove firms claim that the western trade, as far as they are concerned, is in a healthy condition. The development of the trade is no doubt due to the fact that the population is fast on the increase, since it is doubtful whether the Canadian stove shipments are larger than the American stove shipments, and year by year the American stove importations are on the increase into this market. In 1908 $147,929 worth of stoves were imported into Winnipeg, which is the largest stove distributing centre in the west. Vancouver comes next to Winnipeg as a stove centre, since in 1908 $53,685 worth of stoves were stocked in that city. These cities are at the extreme ends of the territory, and they imported the major part of the stock. In the same year Victoria imported $19,863; Calgary $9,859; Regina $7,465, and Brandon $7,379.

L. C. H.

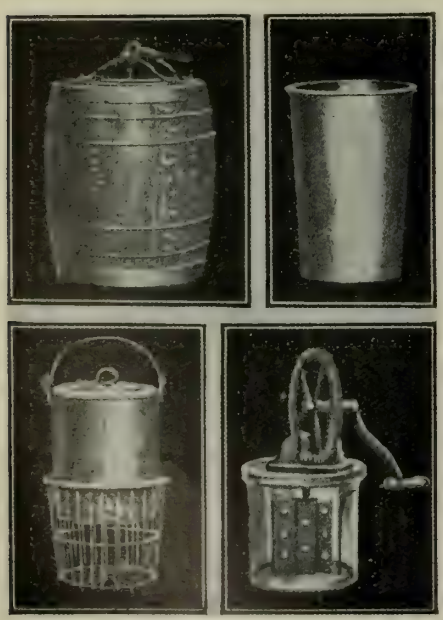
New Products of Canadian Stove Foundries

Record Of All The New Features And Improvements To Old Lines introduced By Manufacturers Of Heating Goods And Cooking Apparatus In Canada For The Coming Season—A Study Of The Announcements Made By Manufacturers To Hardware and Metal Will be Instructive to Every Reader.

A thorough canvass of the stove manufacturers of Canada reveals many new lines of stoves and ranges being introduced this season with some new features in stoves and furnaces already introduced. While the year has not been a busy one so far as producing goods in quantity is concerned, it is evident that the designers of new features have not been idle, the result of their efforts being a wider range of apparatus for the increasing number of Canadian dealers to select from.

The annual show in the Stove Building at Toronto Exhibition has become a meeting point for Ontario hardwaremen who desire to study the new features developed each year, but it is doubtful if half the stove men in Ontario attend. To Hardware and Metal, therefore, the trade in all parts of Canada must look for announcements showing the improvements and new ideas introduced each season by other manufacturers than those they represent. And as no merchant can be an intelligent salesman of his own particular line without knowing something about the goods his competitor sells, the gathering together of ideas in this Annual Stove Number is of great value in placing before each dealer the information he needs.

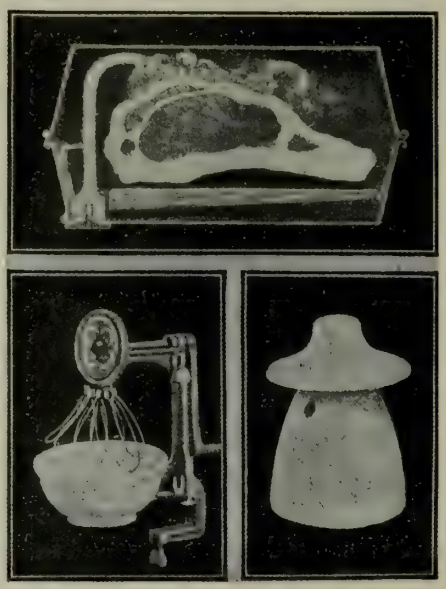
As already stated, the stove manufacturers of Canada were given an opportunity of outlining their new lines in the reading columns of Hardware and Metal. With only one or two exceptions the stove founders have availed themselves of the opportunity presented and the review of new lines and improvements is, therefore, both valuable and comprehensive.



Fireless Cooker and Churn.

Improvements in Cooking Utensils.

Before reviewing the new products referred to a reference to some recent



Automatic Roaster, Egg Beater and Pie Funnel.

improvements in cooking utensils will be interesting. Many new lines of fireless cookers have been introduced and the first three illustrations in the group reproduced show one of the fireless cookers and the utensils that fit inside of it. It is made of quartered white oak, and has a strong, convenient steel top that seals the cooker airtight by a turn of the eccentric knuckle. The cooking receptacle shown in the second illustration, is arranged to rest on a steel rim, so that the can does not come in contact with the jacket, thus leaving a vaccum chamber between the outer and inner wall. After the article to be cooked is properly started over a fire, it is transferred to the fireless cooker and the top screwed down. It will then cook steadily for hours, and yet cannot be overcooked, burned, or spoiled by leaving it in the cooker an indefinite time. Porridge placed in the cooker at night will be found well-cooked and hot at breakfast time the next morning.

The fourth illustration in the group shows a churn of 1-qt. capacity that will turn out sweet butter in less than one minute. In churning the jar or tub is only half filled with cream. A special household size holding a gal. is also made.

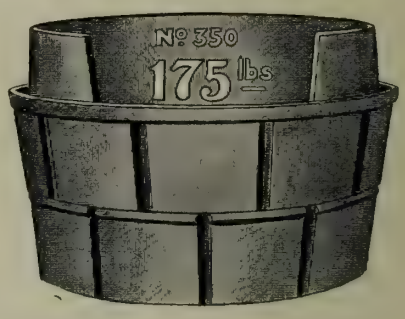
The fifth illustration shows an automatic roaster in which a percolator picks up the juices from the inclined bottom of the roaster. The water, or juice, in the roaster, boils in an aluminum plate which is part of the percolator, gradually forcing the juices up the pipe, from which it is sprayed over the roast.

The sixth illustration is a device for whipping cream, and beating eggs, butter, and other foodstuffs. With a single turn of the crank the wire beaters, of which there are eight, make several revolutions. The standard is designed to be securely fastened to the kitchen table by means of a thumb screw.

The last illustration in the group shows a funnel for use in cooking English meat pies. Pie in England means "meat pie," as the American pie is almost unknown there. The funnel is designed to prevent the ingredients from boiling out of the pie and to keep the pastry from becoming sodden.

What Stove Founders Report.

The Enterprise Foundry Co., Sackville, N.B., rebuilt their burned foundry during the past year, opening their new plant last February with an entire new line of patterns. These, they say, have been well received by the trade, their several lines embodying all recent improvements. The making of a complete new set of patterns is a big undertaking but the Enterprise Company not only did this but also introduced an improved fire pot for their Blazer furnace. The pot is heavily built, the smallest size (shown in the illustration) weighing 175 pounds. The pot of a furnace is the vital point where great resisting power is required to ensure lasting



New Fire-pot for Blazer Furnace.

power. As will be seen, the pot is made in two sections, each one ribbed to add to its strength. In addition the upper section is made with a flange raised five inches above the top of the pot. This acts as a protecting guard to the steel radiator which joins the fire pot at this point, and entirely prevents hot coals and ashes lying against it and burning it out. It also provides an air space between the heat of the fire and the radi-

ator, thus affording additional protection at a point where it is most required. This is an original and unique device, and to protect themselves the Enterprise Company have patented it. (May 4, 1909).

The Amherst Foundry Company, Amherst, N.S., state that business has been so heavy in their bathroom enamelware plant that they have rather neglected their heating business which, as yet, is largely confined to Eastern Canada.

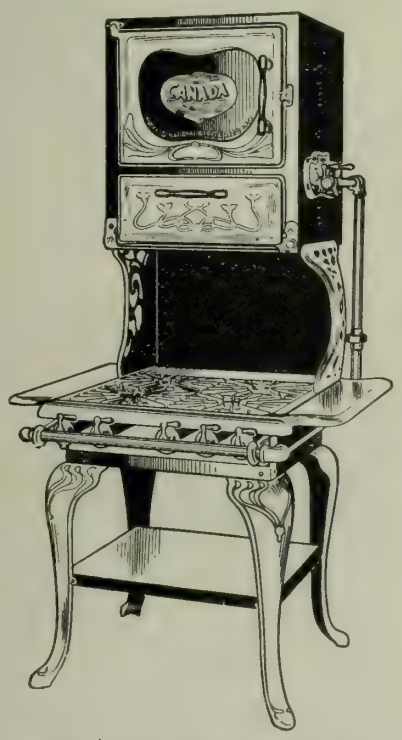
Davidson's New Steel Range.

The Thomas Davidson Manufacturing Company, Montreal, are making their initial bow to the steel range trade. They state that the steel range trade has been seriously hurt, especially in Quebec province by the number of cheap lightweight, almost tissue paper ranges, put on the market, but are confident there is a wide market for a first-class article. In the body of their range they have used 18 gauge Willisville polished steel throughout, further protected by heavy sheets of asbestos to prevent the heat from radiating throughout the range. The fire-box is proportioned to give best results with economy of fuel, while the linings are heavy, well ventilated, and include a new style fire-back which is practically indestructable. Special attention has been paid to adapting this fire-box for wood and it will take a 28-inch stick, it being very roomy with fire-door built accordingly. An important feature is the duplex draft which gives perfect combustion at both ends of fire-box. The oven is made of extra heavy steel with heavy braces on bottom to prevent buckling and warping. The oven door is closed by means of a balanced weight, there being no springs to wear out or get out of order. This weight closes the door perfectly tight and it is claimed will always work satisfactorily no matter how long the range is in use.

The top, including covers and centres are exceptionally heavy. One reducing cover and one simmering cover combined is furnished free with each range. The back-flue is all cast-iron thus doing away with the "rusting-out" process so common to steel flues. The base is well ventilated to prevent too much heat being confined under the range. The regulating draft damper (in the pipe below closet) does away with an extra damper pipe. The nickel-trimmings are made as plain as possible. This enables them to be easily cleaned and there is just sufficient ornamental scroll work to give a very handsome appearance to the range. Reservoirs can be added at any time as all square "Premier Marathon" ranges are made with removable back panel for this purpose.

New "Canada" Gas Ranges.

The Moffat Stove Co., Weston, Ont., are placing on the market this season a new line of gas ranges. They write: "United States manufacturers have had this field nearly all to themselves in the past and the majority of the Canadian manufacturers have followed closely or imitated United States patterns. Our firm, believing that Canadians are just as capable as our friends on the other side of the line in designing artistic and well finished goods, and that our inventive faculties are also on a par with our neighbors, have designed and are manufacturing at our Weston works, an article which we challenge comparison with any imported range on the market for construction, beauty, or economy of fuel. Two or three American firms are already negotiating with us to secure patterns of this range for manufacturing in U.S. We are using a heavy quality of steel wherever possible, and all the cast iron parts are made by molding machines, thus securing uniformity and interchangeability in all our designs, as we

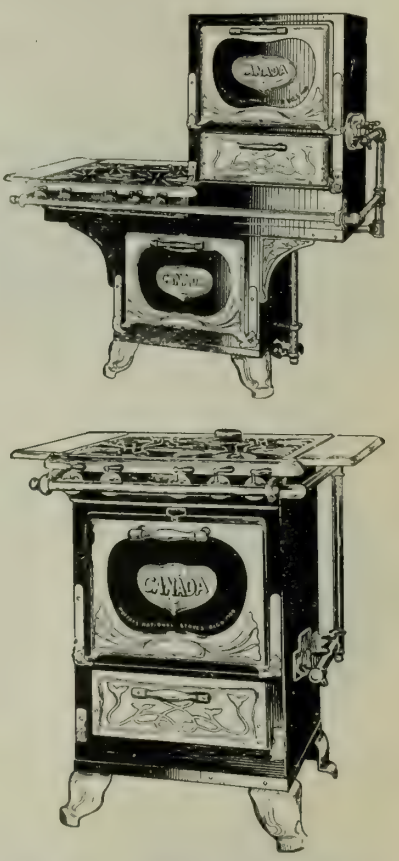


One of Moffat's New Gas Ranges.

find there is no comparison between hand made and machine made castings, the former varying from 5 to 10 per cent in weight alone."

Malleable Range Change.

The Canadian Heating and Ventilating Co., Owen Sound, write: "Being convinced that there was an increasing trade for malleable ranges in Canada, we bought the plant, machinery and patterns of the Joy Malleable Range Co., Toronto. The venture has proved entirely satisfactory, as our agents in the western provinces as well as in parts of Ontario are finding a ready sale for this high class range. This range is made of the highest grade polished steel and malleable iron. The range bodies are No. 16 Wellville pollished steel plates, lined with heavy asbestos mill board, covered with Bessemer steel protecting it so that it is indestructable. All doors, door frames, tops, dampers handles, hinges and supports are of malleable iron, which not only admits of riveting throughout, but insures against fire cracks, and breakages either from shipping or using. We have also introduced our new No. 160 Empire King Furnace, designed to meet the demand for a cheaper furnace than our No. 16. It has all the latest improvements: Large sectional fire pot, triangular grates, which can be operated by 2 shaker bars, direct draft damper, with combustion damper attached, large ash pit, large feed door, and large radiator.



Two New "Canada" Gas Ranges.

Findlay Brothers Co., Carleton Place, report that they will have a number of new lines in stove and range specialties ready for the fall trade, a display of which will be made at the Toronto Exhibition.

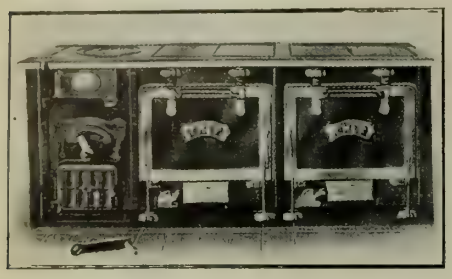
The Beach Foundry Co., Winchester, Ont., who make the "Maple Leaf" stoves and ranges have added the "Sun" and "Star" steel ranges to their line. The "Sun" is more elaborate than the "Star," a special feature being feet which are attached without bolts, making it convenient for moving by lifting off the feet and placing a roller under range, it being possible for one man to move and set up his range without help. The "Star" is built for sale at a low price. The company are also manufacturing an odorless crematory closet and the Winchester Acetylene Gas Machine.

The Harriston Stove Company announce some new designs in their Royal line of stoves.

Some New McClary Lines.

The McClary Manufacturing Co., London, have produced the "Chef" hotel range—made especially for large hotels or restaurants. It can be furnished with one, two, three or four ovens, all heated by the one fire-box. The French burnished top is made of semi-steel 1½ inches thick. The whole range including the fire-box is lined with fire brick. The range as shown in the illustration weighs 3,360 pounds.

The McClary Company have now a full line of gas stoves and as gas is very destructive to sheet iron, they have been experimenting with a view to providing an anti-rust coating, **to prevent**



The "Chef" Hotel Range.

McClary's New Roasting Pan.

New Oval Dish Pan.

destruction in this way, and announce that they have succeeded. They also have an arrangement by which the gas stoves may be changed from artificial to natural gas, and vice versa, in a few minutes, it being formerly necessary to have different stoves for this purpose.

They have re-dressed their "Famous" Baseburners this year, making them up-to-date in every respect and in addition to their former line of Oak Stoves, they have a very cheap one, known as the "Sunbeam Oak," which has a large sale in the North West.

In new products of the enameling and tinware plant the McClary Company announce a round roasting pan. They have had many inquiries for an article of this kind in the past, which they were not able to supply. The pan is so made that the condensation drips back over the meat that is being roasted. It is especially adapted for gas stoves, either for the oven, or using it for a pot roast. It is made in Imperial Enamel ware, and dark smooth steel. Another new line is an enamelled oval dish pan gotten out to meet the demand for a dish pan that will fit in an ordinary sink. It is made in both Canada and Imperial brands enamel ware.

Down Draft Company's Changes.

The Down Draft Furnace Company, Galt, announce the Economy Premier steel cook which has four nine inch

Economy Premier Steel Cook.

covers, and the design is rich, neat and attractive. It has an ideal fire box fitted with heavy cast iron linings and heavy duplex grates. It has a drop oven door, the frame of which is nickelled as well as the medallion on the oven door. A galvanized or copper reservoir is furnished as desired. The reservoir end is made of cast iron which hides the reservoir and creates a neat and finished appearance. To the lower edge of the steel body there is riveted an iron band to add additional strength. The oven is square and measures 18 x 19 x 11 inches, being claimed to be the best proportioned oven made. The back brick is held in place by the stud, which bears the centres and which can be removed in an instant without removing a bolt. New features recently added are hearth with bracket and a nickelled band on the oven door side.

The Down Draft Co., formerly made the Peerless range in three sizes only, 68-18, 68-20 and 69-20. This year they have added one size, 49-18. The Peerless is a semi plain cast iron range, very handsome, and it has just enough carving on it to make it a pleasing and attractive design. It has a perfectly square steel oven, large and roomy, and it is one of the few so-called 18" stoves which has a full 18" oven. The fire box is fitted with exceptionally strong duplex grates and linings, and the grate and frame can be removed through the left end of the range by giving a turn-

Coal or Wood Chute.

buckle one-quarter of a turn, and thereby allows the small gate keeper to be removed and the grate drawn out.

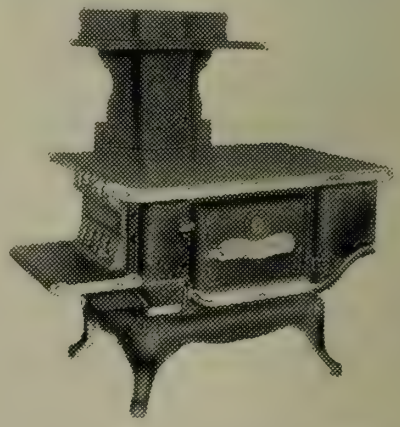
The Premier Furnace is now made in five sizes. In design it is very similar to the Down Draft, except that the down draft principle has been removed, and it is furnished with a one-piece cast iron dome.

The Active Furnace is being supplied with a steel dome or radiator, and therefore is considerably lighter than either the Down Draft or Premier.

The Majestic coal and wood chute, now being made by the Down Draft Co., are designed to be placed in the basement wall, the same as a window, for depositing coal, wood, or other fuel into the basement.

Gurney Company's Innovations.

The Gurney Foundry Company, Toronto, write:—We have just placed on the market a new cheap cast iron range, the "Crown Prince." This range is in the same class as the goods sold by the mail



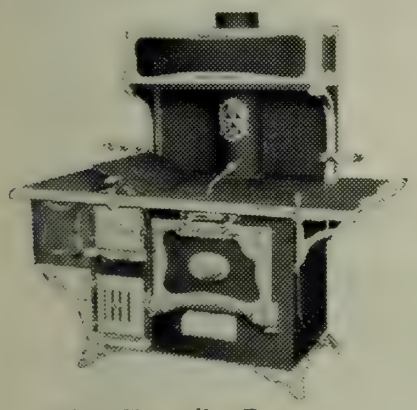
"Crown Prince" Cast Iron Range.

order houses throughout Canada, and has been priced at a specially low price. If a dealer will forego a share of his profit,

as we have done on this line it will be possible for him to sell this stove at the price of the goods the mail order houses are selling in Canada. Or this stove, at an attractive price, can be used as a leader, to help sell the better class of goods which we manufacture. This range has No. 8 or No. 9 top holes and has 17-inch oven.

We are also marketing a larger range, similar in style to our first-class range, but lighter and cheaper. This range will be known as the "Oxford Verona," and will have 18 or 20-inch ovens. We anticipate a big sale for this line from that class of trade that demands a big range with an 18 or 20-inch oven, at a low price.

In the steel range line, we are marketing the "New Chancellor." Last year, we placed on the market the "O.K," the most expensive steel range in the country, the very best steel range we could get up. It was designed on the instructions of the president of this company, to get out the finest range we could, regardless of expense. It was considerably more expensive than the average steel range, and cheaper only than the malleables, and the popularity

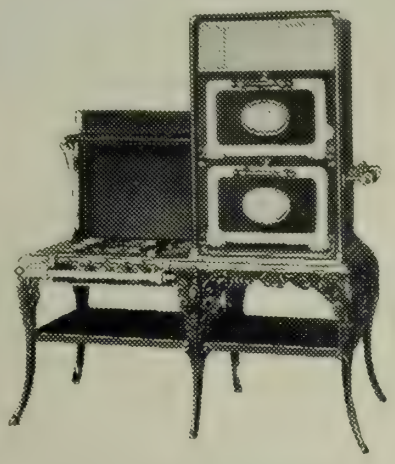


New Chancellor Range.

of this range, and the steady demand for this line shows us how well it has taken. This year we are building a steel range with many of the same features at a popular price. The same grate of the revolving type, will be found in the "New Chancellor." A duplex grate is supplied for soft coal. The divided flue strip sends half the heat under the three front covers, also the front of the oven is kept at the same heat as the back by the same flue arrangement. The warming closet has a drop door, giving extra head room and, excepting the "O. K." is the largest size ever placed on a family range. The range is fitted with a pressed steel, unbreakable top. Breakages in shipment are practically done away with on the "O. K." and "New Chancellor." When equipped for wood, the "New Chancellor" will take a 24-inch stick. The back flue has a cast iron bottom, so that creosote cannot attack it, as it does the average steel range, and put it out of commission. The range is beautifully nickelled, and the design of the range is very tasteful throughout.

In both steel and cast iron lines we are featuring combination ranges; i.e., coal burning ranges, with a gas auxiliary. This type of cooking apparatus is getting very popular for the city home, and is meeting with a big demand.

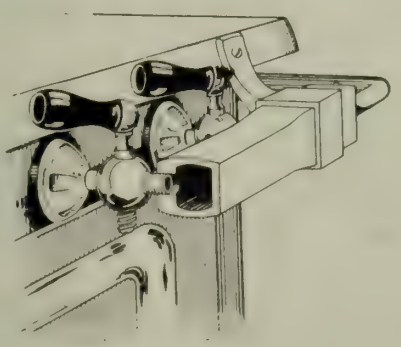
In heaters, the "Monogram Oak" is a new type of large oak stove, with a



New Cabinet Gas Range.

smoke burning ring, which should be a ready seller. This stove has a duplex grate, and will come between the cheap Oak and the base burners. We have also a new "Camp" wood tubular heater, smaller than the boiler plate heater we have been marketing for three years past. This new heater has large side shelves which may be moved from a cooking to a foot rest position at will. We have gotten this up at the request of the trade in the Temiskaming country, and in the newer parts of Canada.

In gas ranges, we have a new addition. We have a new lighter on all our gas ranges, which does away with the pilot lighter, and is not open to the objections common to the usual oven lighters, in that the products of combustion escape into the oven, nor can grease, etc., from cooking run down onto the burners. We



New Gas Range Valve.

have a new manifold this year. Ordinarily, the valves on a gas range are screwed into a piece of pipe, which gives only one thread at best. Our manifold this year is a square casting with a special thickness where the valve enters, which takes six full threads. We have also devised a gas range burner that is absolutely noiseless and entirely satisfactory. It gives the maximum heat with absolutely no danger of explosion. In addition to the new type of burners, we have a reinforced oven bottom. So much for improvements. We have also added this year a line of cabinet gas ranges, which will fill a long felt want. This new range may be supplied with a two burner extension, giving six top burners if desired. These lines have all corresponding types in our natural gas line, and many of the improvements in the artificial gas line will be found in this line also. A new valve, easily adjustable, the new manifold, the new lighter and other features will be found in our 1909 natural gas line also. Our natural gas ranges have brick lined oven bottoms.

We are also placing on the market a little laundry stove with two No. 8 or No. 9 top holes and, instead of the usual corrugated firepot there is a water section, which will heat a 40 gallon boiler. A clothes boiler may be placed on top of the stove.

We have made more additions to our stove line this year than in any other year of the firm's history, and with these new business bringers, we anticipate the best kind of a stove season.

Laundry Stove.

Hamilton Jewel Improvements.

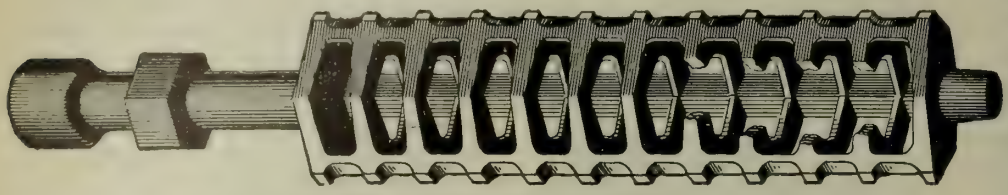
Burrow, Stewart & Milne Co., Hamilton, are bringing out a new heater similar to their "Modern" and "Ideal" Jewel heaters, and including some new features, which should be looked into by dealers having a call for this class of stove. They have also made some important improvements to their "Hamilton Jewel" gas ranges, especially in the feed and the lighting attachments. The dangerous pilot light is discarded and explosions are made impossible.

Improvements on Duplex Grates.

The D. Moore Co., Hamilton, have introduced a new duplex air burning grate, which is known as the shell bar patented treasure air burning duplex grate. The patent for which is controlled in Canada by the D. Moore Co. It is now being fitted on different ranges made by this firm. The advantages claimed for this Shell Bar Grate are summed up as follows:—First.—It is a pair of shell bars (a thing unknown before in stove construction), easy to operate and easy to repair. It draws out without remo ing

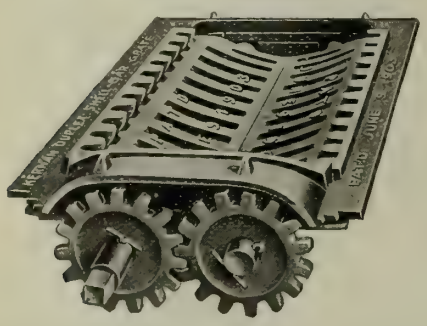
a bolt or disturbing brick-linings or waterfront.

Second.—It admits the free passage of air in and through all sides, carrying the air through the entire length of each bar and across the entire grate surface,



Sectional View of the Shell-bar Grate.

and through the central hot air chamber of the grate, where it is superheated in the air chamber of each grate bar, thus creating perfect combustion and adding 25 per cent. or more heat to the fuel gases, without clinkers or other evidence of waste in the ash pit.



"Treasurer" Shell-bar Grates Ready for Use.

Third.—This free passage and abundant supply of air into and through the grate, becoming superheated and coming in contact with the fire surface causing perfect combustion, is the reason for no clinker formation, and the fire burning as bright and glowing on the grate as on the top surface of the coals is the reason for the vastly greater amount of heat power from a given amount of coal.

Fourth.—This shell bar grate is far stronger, and more durable than a solid bar. A solid bar grate buried in ashes with the fire above will melt and warp. The shell bar will stand because of the air circulating horizontally through the bars will protect them from melting, warping or twisting. With ordinary care this grate will out-last any range or cook stove.

Fifth.—With the Treasure Shell Bar Grate the combustion is perfect, the grate bar having 57 per cent. air area, giving more economy of fuel accompanied by other grates.

Sixth.—It assures the combustion of a larger volume of gases, which ordinarily escape up the chimney.

Additions to Gurney-Tilden Line.

Gurney, Tilden & Co., Hamilton, have three new lines the most important of which is the "Thrifty Souvenir" range. In this new line they have endeavored to offer a range of good appearance and working qualities at a price somewhat lower than "Souvenir" stoves have heretofore been sold. The aim is to sell the "Thrifty" in such quantities that it will be possible to make them at a reasonable price. This range has lift off nickel, duplex grate, large square oven, good flue construction, and is a thoroughly good working range in every way.

The "Select Souvenir" steel cooking stove, another new line, is claimed to have the finest firebox ever put put on a stove of this type. It is unusually large and therefore well adapted for low grade coals and wood. The grates are Souvenir Duplex carefully fitted, and the linings are heavy corrugated cast iron.

The "Two in One" is a heater as well as a high grade cooking and baking stove. The exposed fire-pot makes it a strong floor warmer. This style of stove creates a positive and active circulation within the room, thus evenly warming all parts of it. The firepot being exposed will last much longer than the enclosed type. The lower portion is closely modelled after the style of a high-class heating stove. For soft coal and wood a patented hot blast tube is supplied, providing the "down draft" system of burning these fuels, resulting in perfect combustion and economy of fuel. For hard coal a check draft is provided, giving close control of the fire. As a range it is not a temporary substitute, but a first-class cooking and baking range of medium capacity.

Select Souvenir Steel Cooking Stove.

Gurney Tilden's Two-in-One Stove.

Some New "Good Cheer" Lines.

The Jas. Stewart Mfg. Co., Woodstock, Ont., during the past three years have surpassed all their former efforts in the

direction of new and attractive goods, and, while Ontario requirements have received every attention, the development of their lines suitable for Northwest trade has been such, that to-day, in stoves, ranges and furnaces, they have a very wide variety, and a glance through their catalogue shows that they also have a complete line of cast and other steel stoves, both for cooking and heating.

Of these their semi-plain cast range the "Garnet Good Cheer," which is made with both 18 and 20-inch ovens, the latter size has been recently added, it being made in their new form of construction, which dispenses with the back part of grate rest entirely, and as it is this part of the fire-box linings which has a tendency to warp or burn out, its absence naturally tends to lengthen the life of the linings, which makes a good talking point for the dealer. Their "Rival" and "Homestead" steel ranges are also similarly equipped. The "Wascana" is a new steel range this season,

James Stewart Manufacturing Co.'s New Winnipeg Premises.

there being a good demand for it, particularly from the Northwest.

Another new line is a neat wood air tight, in three sizes, the top and swing cover, rails and feet being cast iron and the body of steel. Rails and feet and also swing cover are plated, and a neat urn finishes off the stove nicely. Sets of trimmings only will be supplied if desired, the dealer making the body part himself.

The "Good Cheer," it is claimed is a real furnace in every sense of the term, and from the description of its construction, nothing has been left undone to secure the maximum of heat on the lowest possible consumption of fuel. It is a furnace of solid construction and therefore durable.

The Stewart Co., have just placed on the market a new line of side wall registers, very neat of design, handy in setting and reasonable in price.

For the Northwest, where the homesteader is such a prominent factor, his needs in the stove line have been well looked after by the Stewart Company, for in addition to their more expensive line of steel ranges, there are also the "Pearl," the "Pride," the "Bright," and the "Cadet." They also make two sizes of "Batchelor" stoves, with drum ovens. Four lines of oak heaters are offered and also a big line of Cannon Stoves, Qubec Heaters and Wood and Coal Cooks of all sizes.

The company's Winnipeg branch is now comfortably installed in its new premises on Portage Avenue East, where in adition to ample storage space for their large and varied stock, they have a show room in which is displayed samples of their goods, and where they will gladly welcome visitors to the city. The company views prospects of trade as very favorable, and should the harvest be anything like as promising as at the moment, they anticipate more business than they will be able to handle.

New Dominion Registers.

A. Welsh & Son, Toronto, have undertaken the manufacture of "Dominion" side wall and floor registers during the past year, and an eight page catalogue has been issued to describe their line. One attractive line, with a fleur-de-lis decoration on the pattern, has a large face opening, the air capacity being 80 per cent. The lever is also a new feature, being made of spring steel wire, and fitted so that no part of it will project beyond the register.

Changes in Hecla Furnace.

Clare Bros. & Co., Preston, Ont., have made several changes in their Hecla furnace this year, the chief of which is increasing the radiation 2½ times, by inserting steel flanges, which project out into the fire pot every half-inch. In the improved furnace there are now four shaker bars and the casing is enlarged at the bottom, making it uniform throughout.

Clare Bros. have also introduced a light six-hole stove, with duplex grate and water-front to sell at a cheap price and enable retailers to compete with the low-price stoves advertised by the departmental stores.

"Anti-Rust" Kitchen Ware.

To their already extensive list of kitchen novelties and specialties, E. T. Wright & Co. Hamilton, have recently made an addition which should prove of considerable interest to all dealers in tinware furnishings. The "Anti-Rust" line, comprising three sizes of dish pans, two sizes of wash boilers, three sizes of dairy pails, and one size of dipper, is made out of X.X.X.X. re-dipped tin plate, and the heavy coating of pure tin renders all the articles absolutely rust-proof, while the chipping and scaling which is such an objectionable feature of all enamel ware, and is so detrimental to the health of the user, is entirely absent, thus making the "Anti-Rust" utensils the most sanitary and durable in the world.

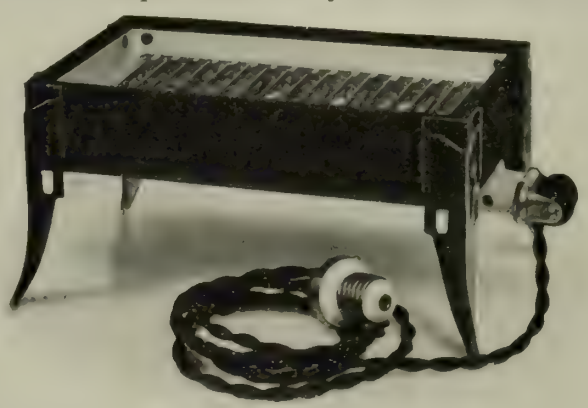
E. T. Wright & Co.'s japanning department is now under the management of an experienced and tasteful japanner and designer, and the care used in mixing the colors, etc., is shown in the first-class quality of the work turned out. Particularly is this apparent in the beautiful finish of the White Japanned Ware. This comprises the usual line of kitchen receptacles, such as bread boxes, cake closets, flour cans, etc. but the stock used is heavier than in the standard goods, and the beautiful white lustre finish with gold lettering and decorations makes this white line of indisputably superior quality.

New illustrated catalogues are now being sent out by E. T. Wright & Co., giving full information and prices of their products. Arrangements have also been made whereby Merrick, Anderson & Co. Winnipeg, have become agents for Manitoba, and a very complete stock of all tin ware accessories will be carried by them at Winnipeg.

ELECTRIC STOVES FOR COOKING.

Many hardware stores handling electric lighting lines are this year pushing a number of heating and household utensils, to which electric power may be added to save labor and to make the articles more useful and convenient.

Small electric stoves, such as the one shown in the accompanying cut, supplied by the Toronto Electric Light Co., are now made, and there are also electric chafing dishes, tea kettles, coffee percolators and baby bottle warmers, while among the novelties is the electric shaving mug and curling iron heater. The electric toaster may be operated at a cost of four-fifths of a cent for half a dozen pieces of toast, and the other articles at a proportionate cost. Electric utensils make a good line for hardwaremen to take up in towns where electric power can be obtained at a reasonable price.



An Electric Stove for Cooking.

Troubles With House Heating Apparatus

Some of the Complaints Met With and How to Overcome Them — Store Dealer and Furnace Man Must Know How to Meet Troubles When They Arise or Lose prestige With Customers—Practical Suggestions by C. E. Oldacre, Toronto.

There is one class of trouble that comes to pretty near everyone engaged in the heating business. and that is complaints from users of apparatus that has been installed during the previous summer, and which for one reason or another have not been got down to working conditions. We do not refer to the job that has been skimped or the one that has been put in on a strict price consideration, but the well laid out heating plant, be it warm air, hot water. or steam.

No matter how well a heating plant may have been laid out or how well the work may have been executed there is every likelihood that there will be a complaint of some nature or other from the new user, especially if the user is not entirely familiar with the particular form of heating or type of apparatus. Everything may be left in the best of order and good and sufficient directions for operation of the heating system may have been posted at a point convenient to the user, but for all that, if the user is not of a mechanical turn of mind some trouble of greater or less magnitude is liable to crop up when least expected.

Be Ready to Answer Questions.

There is no better plan for the heating man, if he wishes to overcome all of the difficulties and have the largest percentage of satisfied customers to ask them to notify him when they are going to start up the apparatus and then for him to be on hand. start the apparatus and give personal instructions as to the operation, and clearly answer any of the thousand and one questions that may occur to the mind of the average user. He at once shows to the user his personal interest in the well working of any apparatus installed by him, which is appreciated by every user, and at the same time he is in a position to satisfy himself from personal observation of the plant in operation that everything is in first-class working order. It affords him the opportunity to clear up many points that may not be clear to the user and to set the user to rights where otherwise the management of the apparatus would be entirely wrong.

On every boiler, heater or furnace there are two or more dampers, and no matter how simple their use may be to the heating man, they may be a puzzle to the user, and their action on the furnace may be misunderstood.

It is fair to say that with the average well constructed heating plant that the principal causes of trouble are poor drafts and bad management. In former articles we have dealt with the question of chimneys and drafts and the trouble from this source has been explained at some length, but even where the draft is all that could be reasonably expected yet the heating man is liable to be called on to explain many seeming troubles that cause complaints.

Complaints About Smoke.

One of the first complaints heard early in the season is that a fire can not be started without the furnace, heater or boiler emitting smoke into the cellar. Maybe the damper in the smoke pipe is closed tight, or perhaps there are two dampers in the smoke pipe and the user has taken notice of only one. It is the custom of the manufacturer to provide his heater with a damper in the collar of the smoke outlet and the furnace man or fitter puts another damper—a turn damper— in the smoke pipe at a convenient point, say two or four feet from this smoke outlet.

The furnace may have a dust damper between the combustion chamber and the ash pit, and this damper may have been left open. There may be a clean-out at the base of the chimney, and this may have been left off.

Or possibly the user has never had the care of a furnace before and he does not understand the proper way to start a fire. He may go to work and put in plenty of the best kindling and then leave the draft doors at the bottom open entirely to wide. thus causing the furnace to emit volumes of smoke into the basement or cellar. Or he may load the fire-box up with coal long before the kindling has become thoroughly ignited, causing the fire to be smothered and eventually to go out entirely. The furnace or heater may be one of the the indirect type and has a direct damper and this direct damper has not been opened. If the heater is of the indirect type there may be one or more clean-out doors which have been carelessly left open.

Sometimes too Much Heat.

Another class of complaint is that of too much heat in the early fall, when only a small amount of heat is needed. This compaint is more likely to occur where the heating apparatus is fully equal to the needs at all seasons of the year. That is, it has been put in of full and ample capacity and needs to be held in reasonable check when the weather outside is moderate. This is very likely to occur from shaking the grates too much. It is quite easy to explain that the more the ashes are allowed to accumulate on the top of the grates—not the bottom—the less is the draft that can pass through the fuel and consequently the less heat that will be had on account of the smaller amount of fuel that will necessarily be consumed.

Keep the fuel up to the bottom of the feed door to get the best and most economical results and shake the grates according to the amount of heat required. The clearer the fire is kept the greater should be the heat received from the heater, and the more the ashes are allowed to accumulate in the firebox the less will be the heat.

The frequency with which the grates are shaken or agitated is one of the very best means of controlling the heat and at the same time it regulates the fuel consumption to the weather conditions.

Size of Coal to Use.

The quantity and size of the coal used is the last thing with which to find fault, it is always best to be sure that all other possible causes of trouble have been thoroughly looked into and found to either exist or not exist. Where an apparatus has been built adapted to any given class of fuel it will generally be found that very good average results can be had with the most of the fuel of that class.

After the means of regulation through the amount the grates are shaken comes the question of the setting of the damper in the smoke pipe. The more this damper is turned to the closed position the less will be the volume of gases that can be carried to the chimney and the more it is open the greater is the volume of the gases that will be carried off for any given size of smoke pipe. Just where the damper wants to be set is somewhat of a matter of experience with each individual case, as the velocity or intensity of the draft through every chimney will vary from some other chimney, and it may vary in the same chimney, but it is perfectly safe to turn the damper, after the fire is once well started, to a position half way between full open and completely shut. But the proper point, as has been stated, is a matter for experience and testing.

Fire Box Full of Clinkers.

Then comes the complaint heard along about the time of the first good cold snap—not enough heat. Very likely you may find the fire in about the same condition that you would expect to see it for the most moderate weather or perhaps even a poorer condition. You open the feeder door, look into the firebox and here apparently is a good deep fire. Then you open the ash pit doors and look

underneath the grates and there is not a particle of light from the fire to be seen, or if any, only in spots. You shake the grates so as to get the fire clear on the grates and you find you have not got left hardly enough good live coals to start a fire with. But there is only one thing to do in such a case and that is to put on the drafts and get the remaining coal to glowing and then gradually add fresh coal till you bring the fuel up to its proper height—the bottom of the feeder door.

Some time since the writer had occasion to look into a complaint where the user claimed that even in very moderate weather he could not get sufficient heat, and investigation showed the condition of the fire was just about what has been described above.

On first examining the furnace, about nine o'clock in the morning, little or no heat was coming from the furnace and the owner said he was sure it was not large enough to do the work; that he had burned lots of coal and was not afraid to burn it if he got the results. He had been operating right along with a shallow fire. The fire he had in the furnace looked all right from the feeder door, but when it was shaken down there was hardly more than enough to start a fire. The fire box was gradually filled and after the fire was going fairly the draft doors were closed and the damper in the smoke pipe was closed pretty near two-thirds. This took about an hour's time. The owner was told to leave it in this condition and another examination would be made about two o'clock in the afternoon. But he said he had no faith in that kind of firing—it would eat up more more coal than he cared to buy, and that the fire by that time would be entirely burned out. On the return at two o'clock the fire was in a good condition, had not burned too freely—the entire house was warm all over, from top to bottom, and on asking the owner what he thought of the furnace, all he could say was that his only complaint now was that he did not see why he should not have known before how to get the heat from the furnace, and his complaint was against himself for this.

Quite often along comes the complaint from users of hot air heaters, particularly of an over-abundance of heat in the early fall months when the fires are just started. These complaints come just as often when the whole plant has been carefully laid out and erected as from the other kind. They are most likely to come when the apparatus is of ample size for the work at any and all seasons of the year. But such complaints are, of course, easily traced to the management of the fires.

Frequently the grates are agitated too much or the drafts are left on for too great a length of time.

Where the operation of the heater is left to some servant who has plenty of other duties or to an outside furnace caretaker, the drafts are frequently neglected. Or, perhaps, without any forethought concerning the matter, the heating apparatus is operated just the same as it would be necessary in midwinter.

Don't shake the grates any more than necessary—don't let the fire run up too thoroughly, and if you want to get full value for the coal burned don't try to check the fire by leaving the feeder door wide open. Of course, these remarks apply to mild weather needs.

Value of Pure Air.

Using outside air through a fresh air duct with a warm air heating system may not be the most economical from the point of coal consumption, but from a sanitary standpoint, there can be nothing so good. The greater the amount of fresh air introduced the purer the air of the room or rooms is necessary.

Pure air is one of the greatest enemies of all diseases. The great ease with which large volumes of pure warmed air can be brought into the various rooms of a moderate sized dwelling is one of the prime merits of the warm air method of house heating. Any arrangement that reduces this advantage detracts just so much from its value as a heating system. Where inside air is used only—that is, the air is returned through one or more return air ducts to the heater—then the same air is breathed over and over to the detriment of all our home dwellers.

No means of satisfactorily taking the air from both the outside and inside at the same time under all conditions without causing an over amount of attention has been devised and from a sanitary viewpoint can never be considered as desirable.

Objection to Warm Air Ducts.

Another great objection to the means of circulating the inside air is that a great deal of dust, carpet sweepings and dirt is constantly carried into the return air ducts. Here this dirt may lodge and is gradually carried back into the rooms in greater or lesser quantities to be breathed by every occupant. No one can possibly say such a method can ever be considered a sanitary method of heating—it may be economical from the point of coal consumption, but nothing more.

To give good results a fresh air duct taken from the outside should be three-fourths (¾ths) the area of the combined heat pipes taken from the furnace, and if rotated air is used (inside air) then the duct or ducts leading to the base of the furnace should be of the same area as the combined air of all the heat pipes.

Too often air ducts of much smaller sizes will be found. Where such is the case the heating is quite likely to be uneven, fluctuating and generally unsatisfactory.

Air that is not admitted to the base of the heater and heated in passing over the warmer surfaces of the heater can not be expected to be delivered into the various rooms through the various heat outlets or registers.

Air expands one-four-hundred-and-ninetieth, or, roughly speaking, only one five-hundredth of each degree it is raised above freezing (32 degrees Fahr.) so that air that is heated from 32 degrees Fahrenheit to 142 degrees—a very reasonable temperature for the air delivered from a heat outlet or register under the coldest average winter condition—has been increased in bulk, but 22 per cent. and the increase in bulk would be only slightly greater if the air was taken into the air duct at zero.

Hence it is easy to see why we need outside air ducts which are at least equal in size to three-fourths the combined area of all the heat pipes that lead to the various rooms, and where the air is used from the inside and not raised in temperature to the same extent need be still larger.

Control Fresh Air Supply.

One great fault found with ducts leading from the outside and which are of the required area is that under certain conditions—particularly when the wind may be blowing strongly from the side on which the opening into the air duct is lovated — more air is passing through the duct than can be reasonably heated. This causes the temperature of the air delivered through the heat registers to be too low.

This can easily be remedied by putting a controlling damper in the fresh air duct at some convenient point between the outside inlet and the base of the heater. This controlling damper should not be a slide damper that can shut off the entire air supply, but should be a swing damper so arranged that, as the air is closed off the outside, an inlet leading from the basement or cellar is opened an equal amount. Such an arrangement affords a liberal supply of air at all times, and the air supply from being carelessly closed off at any time.

Where inlet registers for inside air circulation are placed in the floor, which is generally considered the easiest (if not convenient) location for such registers, they are liable to become covered with rugs, carpet or some piece of furniture, so that there is no chance for the air to get back to the base of the heater. The result in such cases is that heat may be found coming out of some registers and the air will be found to be going into others—this phenomena not always remaining constant with any particular register, but may be fluctuating. Closing of the air inlets will also ensure burnt out fire pots in a very comparatively short length of time.

An outside air duct should be connected with the heater casing directly at the back and spread out to the full width of the casing, if possible, or should be connected through an underground duct admitting the air underneath the heater.

Overhead ducts are to be preferred for various reasons and are best made of galvanized sheet iron.

Poorly Installed Furnace.

A job of warm-air heating where inside air was used that did not give rea-

sonable results, was once called to the writer's notice. In the work nearly every one of the most common rules for warm-air heating was violated. The work in its execution as a piece of metal work was a most pleasing looking piece of work, except for the results to be had in its operation.

The house was a well constructed one about 25 x 36 feet, two storeys and a half, solid brick construction. The heater was one having about 26-inch or 27-inch grate, and a 52-inch to 54-inch casing.

There were four rooms and a hall on the ground floor, four bedrooms and a bath on the first floor, and two attic rooms to be heated. The registers were most of the base-board pattern, having extended fronts. There were five pipes leading from the heater and these pipes were 12 inches in diameter. A 12-inch pipe has an area of 113 square inches so that the combined area was 565 square inches. These five pipes were so connected to the stack pipes or heat flues that in all cases rooms on two or more floors were heated from the same cellar pipe.

The return air duct was taken from the hall and the inlet had a register fan about 15 inches by 24 inches, or a net area of about 270 square inches. The duct was carried over from the register to a point near the heater by inclosing the space between three joists with sheet tin. The joists were placed at 13-inch centres and were 2 x 10 joists, so that the net area of the duct was only about 220 square inches.

With a good bright fire in the heater that is clean down to the grate the best that could be done satisfactorily was to heat up the smoke pipe and get the heater casing at normally hot.

Air Reversed in Pipes.

When the registers were so set that the heated air was directed entirely to the lower floor a pretty good volume of warm air could be noticed coming from the ground floor registers, but if the upper registers were open and the registers on the ground floor were set so as to allow a part of the air to go to either floor then at a ground floor register it was instantly noticed that there was a reversal of the air currents. This could be easily noticed by holding a lighted match or taper at the register on the ground floor.

On examination it was found that though the registers provided for good size wall stacks for the ground floor that the framing of the building and the setting of the studding did not permit of them, or that no precaution was exercised to see that the necessary joists were properly trimmed to permit of the placing of the proper sized heat flues in the partitions.

In one case the bare floor boards were run into and cut off the area of the flue so that the area of the flue was not over 48 square inches, yet the pipe that led to the flue was 12 inches, giving an area of 113 square inches.

On the first floor was one room used as a sitting-room. This room was the northwest corner room, and was about 12 by 15 feet, with a 9-foot ceiling or a room of about 1,600 cubic feet contents. The flue that led to this room was only 2¾ inches by 8 inches, and the register was 6 inches x 8 inches. Both of these were entirely too small, especially as there was another outlet on this flue on the floor below. Yet this flue failed to do its work, mostly because there was no chance for the air to travel through the furnace. Think of a furnace with a 26 or 27-inch grate and only having an inside air duct with but about 200 square inches of area.

About two and a half times this area in the return duct together with more liberal sized wall stacks could have accomplished a great deal better results. The air duct is the breathing pipe of a warm air heating system and the more it is restricted the poorer are bound to be the results, providing due consideration has been given to the arrangement of all other details.

Poor School House Job.

The writer had the opportunity some years since of examining a heating plant in a school house that was not giving good results. The building was a four-room school, having the usual hallways, cloak rooms and principal's office.

In the basement were two heaters having 24-inch grates. The two heaters were enclosed in one common heating chamber and all the heat flues were taken from this chamber, of course.

Arrangements had been made for taking the air from either the outside or the inside. From each of the school rooms a return duct equal in size to the heat flue leading to the room was taken back to the base of the heater. All of these return ducts, however, led to the heating chamber through a common mixing room.

None of the rooms could be satisfactorily heated.

It was found on examination that the fresh air duct from the outside was taken from the east side of the building and that it had to be closed so that the entire air for the heating (and ventilation?) of the building was to he had only through the return ducts. The return ducts from the upper floors could hardly be expected to work under such conditions.

Most peculiarly of all, however, it was found the register faces for the return ducts from the upper floor were located in the floor of the school room, where all the school children could pass over them, scraping and shuffling their shoes over them and that the faces were loose.

The faces being loose were lifted and it was at once seen that the return ducts were dumping shafts or chutes for the easy disposal of sweepings, waste paper, pencil cuttings, etc. Over these, and through these the air for the heating of these school rooms was expected to pass. Yet we read much in the papers these days about tuburculosis and its prevention.

This building might easily have been heated by two separate warm-air heaters provided with outside air ducts for service during school hours, and if thought desirable there might have been inside ducts for the circulation of the air during hours when school was not in session. During such times, which might be from 15 to 17 hours, the air from the outside might have been closed off entirely. Ventilating flues running up along side of the chimneys could have been taken from each school room, ensuring better ventilation and certain results in so far as the heating was concerned.

When speaking of the use of inside air for the supply to warm air furnaces, the writer can not help recall the first case of such work he ever came in contact with.

It was a cold day, as early in the morning the thermometer had dropped to more than 30 degrees below zero.

On arriving at the house in question it was explained to the owner that it was desired to look over the heating apparatus which had been installed a year before and explain its construction to the writer.

As intimated, it was in order to explain the workings of a warm-air heating apparatus operating entirely with inside air, and when this part of the subject was gone over the owner at once had to explain that it had been found necessary to have such arrangements discontinued and that they had had all the return air ducts disconnected and were then using only outside air, and had found such an arrangement much more satisfactory. There were four rooms and a hall from which the air had been taken through registers measuring over all not less than 14 x 18 inches. These had all been disconnected—though they still remained in the floor of the lower floor rooms, and one duct was taken from the outside for the necessary air supply. The owner explained that the amount of coal consumed for a season did not seem to be increased and that the results were vastly better.

TINSMITH AND TIN SOLDIER.

The colonel of a regiment was a crude joker, and often managed to get himself disliked. The colonel has his long service decoration and other "peace" medals, and wears the ribbons thereof very proudly. In another regiment at the Niagara camp this summer was a grey-haired captain who fought in the Northwest Rebellion and the South African war. In civil life the captain happens to be a master tinsmith.

The colonel spied the captain come come down the lines one day and thought he would try some of his own scintillating wit.

"Ah," said he, "Here comes our tinsmith captain."

The captain heard him and with a significant glance at the colonel's ribbons, remarked:

"Yes, sir. We manage to have a tinsmith captain as well as a tin soldier colonel in the camp this year."

Then he walked on. The colonel was evidently hard hit, and wisely said nothing more.

How Furnace Work Can Be Improved

By C. E. Oldacre, Toronto.

Heating by warm air furnace has much to commend it, and within its proper limitations it should have no fear of competition wherever it is properly installed and if there has been a decadence in furnace heating it is due to several contributory causes, which might be summed up as follows:

Overestimation of the capacity of furnaces.

Lack of conservative tables of the capacity of furnaces under various conditions.

Improper basis for the rating of furnaces.

Too much dependence on getting results through some peculiar form of construction or arrangement of parts and too little attention given to the question of proper proportion, grate surface, heating surface and secondary or flue surface.

The installation of small furnaces where larger ones were really required.

Furnaces installed where some other method of heating could only meet the requirements.

Improperly installed furnaces.

Heat flues of improper shapes and sizes.

Heat flues wrongly located.

Heat flues not properly protected and insulated.

Fresh air ducts badly located.

Fresh air ducts too small and wrongly connected in furnaces.

The lack of data or the withholding of the data on the part of those really possessed of it, concerning the real capacity of furnaces, the expanse of heating surfaces, the movements of air, the size of flues, and the proper location and disposition of heat flues.

Reliable Information Needed.

Furnace heating has no inherent defect in which this can all be attributed but in too many cases where furnaces have been installed they have been "like sending a boy on a man's errand," or else "like fitting a round peg in a square hole."

In the information and advertising matter laid before the furnaceman and the user too much dependence has been placed in the value of the mysterious action of a dust damper, a clean out door, a straight, curved, slanting or corrugated firepot, a grate that allows nothing to pass except the finest powder, the action of some peculiarly constructed check damper—all of which are probably good taking points, but do not constitute the whole furnace.

Undoubtedly there has been a thirst for the right kind of information and there will continue to be but, strange to say, a considerable part is and may always remain very much like some people's idea of the proper kind of medicine—get a concentrated pill that is so compounded that they act for any and all cases and all diseases.

Competition Strengthened by Science.

The field of furnace work has been temporarily usurped in some sections by steam and hot water heating, due to causes just cited and because these methods of heating have been in the hands or passed into the hands of those who have appreciated thoroughly the necessity of exact information and data along the line of their work, and they have recognized further that by imparting to others the information they have gained from their own experience they are at once in a position to receive the benefit of the experience and information possessed by others in the same line. Some years ago the writer recalls that a certain concern manufacturing furnaces took a great interest in the proper installation of its furnaces, and rendered every assistance to the man or firm installing its furnace to see that the furnace was properly installed in every way, and it was very little time till the entire public was thoroughly convinced that that particular furnace was the only furnace to use if results were wanted. Competitors could hardly get a "look-in," no matter at what price. But just as soon as this policy was relinquished the conditions were reversed.

All this only goes to show that conditions can easily be altered by intelligent and concerted action.

Furnace heating has got many warm friends, and in the face of various competitive methods has many earnest advocates.

It was only yesterday in discussing different methods of heating that the head of the School Board of one of our large cities without hesitation gave his preference to furnace heating for all schools of moderate size, assigning many good and sufficient reasons for such preference after experience with all the various methods now in general use.

Merits of the Furnace System.

Furnace heating has much to commend its use:

Its low first cost.

Low cost of maintenance.

Ventilation, which is even more essential than heat, is to be had with the heating.

No space is occupied in the various rooms that would otherwise be alloted to furnishings.

Its ease of adaptation to every change of weather conditions.

Its ease of regulation.

The ease with which it can be adjusted to every requirement.

The ease with which heat can be turned off from any one or more apartments without waste when heat is not desired or required.

Manufacturers and furnacemen can do much toward bringing about a much fuller recognition of the merits of good furnace work and raise the work of installing furnaces to a higher standard by a due consideration of the following suggestions:

A conservative method of rating furnaces.

The rating of furnaces in accordance with more pertinent conditions.

The abolition of ratings on the basis of casing sizes.

The abolition of ratings based solely on cubic contents.

The rating of furnaces on a basis that does recognize the heat loss from wall and glass surfaces and the changes of air.

The widest dissemination of all data and information relative to heating work the best practice, and the best methods of securing results, and keeping before the public the fact that furnace heating is good heating and desirable, and always keeping in view that good working jobs bring satisfied customers and warm friends.

Hundreds and thousands of buildings to-day would be heated by furnaces had the standard of work been higher, had exact knowledge of heating work been given more freely, had furnaces been more conservatively rated, had furnaces been rated on a more reasonable basis, and had all directly interested availed themselves of the opportunity for the interchange of ideas presented through the columns of the trade press.

MUST KNOW EVERY POINT.

"In order to talk stoves effectually it is necessary to know stoves," says a successful stove salesman. "The dealer should know all about the manner in which the stove is constructed, why it is constructed that way in preference to some other way, why it will bake better than other stoves if it is a cook or a range, or why it will furnish the greatest amount of heat with most fuel economy if it is a heater. He should have the whole anatomy of that stove at his command and he should enthuse over it so hard that the customer cannot help absorbing some of his enthusiasm. Then, when the pyschological moment arrives, out with the price. And do not give the prospective purchaser a chance to exclaim, 'Oh, that's too much.' Come right in with a fresh set of arguments and nail the thing right there.

"It is a comparatively easy matter to make the consumer see that it is to his advantage to buy a superior piece of goods, even though he has to pay more for it. The price should be kept in the background until the very last thing. The dealer should cleverly sidestep all attempts on the part of the customer to ascertain the price until he is all through talking about the many superior advantages of the stove which he is selling."

Attractive Displays Are Big Helps to Selling Stoves

Stoves Can be Sold all the Year if Kept to the Front—Much Depends Upon Keeping the Stoves Clear of Dust and Junk—The Window Can Also be Made a Selling Factor —Examples of Good Displays of Stoves and Kitchen Ware.

By F. J. Arrowsmith.

The cultivation of his stove department is a matter that every hardwareman should seriously consider, for it has been this want of cultivation which has, in the last few years, driven part of the stove trade into the hands of the house-furnishing store, the mail order house, and the peddler. The hardwareman is undoubtedly the best and most natural distributer that the stove and range manufacturer can find. It must certainly be more satisfactory to deal with a merchant who makes a specialty of stoves, than with one who sells all kinds of housefurnishings. The former can always present his proposition in the best light, and, from his knowledge of the details of stove construction, he has less trouble in gaining satisfaction from the stoves sold. Again, with regard to the field of consumption. It is an undoubted fact that with the general public the buying of a stove is always associated with a visit to the hardware store, and this natural custom is only broken when want of progressiveness on the part of a particular dealer, drives the buyer to the other purchasing channels which have grown up. Commanding the sale of so many articles indispensable in the kitchen, and part and parcel of the stove, the hardwareman has his finger on the pulse of the prospective buyer, and only silly neglect lets the chance slip by.

The stagnation of the stove trade in so many stores is due in part to wrong selling methods, to ignorance of the good profits attached to a busy stove department, and to a lack of interest which has grown up, for some reason or other, in the proposition generally. It may be that this latter factor has been caused by the mistaken theory that stoves can only be sold at certain seasons of the year, and thus the dealer loses his grip on the department. He makes a splash once or twice a year, and after that forgets all about his stoves. As a matter of fact, with so many classes of stoves now on the market, the lines can be sold all the year round, so that the merchant can keep his department constantly before the public.

Model Kitchen Window Display, Very Timely in the June Bride Season.

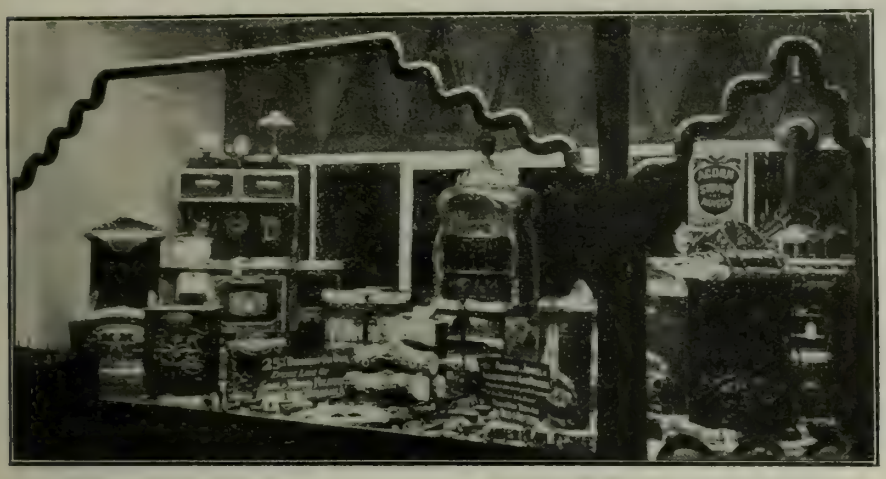
Hardwaremen who have watched their stove trade slipping away from them, and have made little or no effort to get at the cause of the trouble, are now waking up to the foolishness of the course. They see other hardwaremen who have pushed their department aggressively making greater efforts to stimulate trade, and they are resolved to follow their example. It can be easily done, and the result is well worth the trouble.

A great mistake has been that many merchants have taken no progressive steps to push their stoves. They have expected the lines to sell themselves. They placed them at the back of the store, and left them to tell their own tale of merit. By and by, probably the stoves, through lack of attention, become dusty and tarnished. Cans of paints, boxes, and other odds and ends are placed on them for the time being and then allowed to stay. A customer comes into the store after a stove, and he is obliged to wait while the merchant removes the odd articles that are on the top, and wrestles with doors and dampers that, through not being looked after, are inclined to stick. Can it be wondered that the customer is not very enthusiastic over the sale, and probably thinks of the bright-looking—though really not so good—stove that had been seen in a housefurnishing store, or that had been brought round the other day by an itinerant peddler. It is just as essential that a stove should be bright-looking, as cutlery and silverware. Quality, under a coating of dust, is lost sight of. The merchant should polish up his stoves until they radiate the light, and so sparkle in the eye of customers, that a reference to them is irresistible.

Then again comes the question of quality, and it is quality rather than price that the merchant should talk. Cheap stoves will not build up a business, because their only claim to recognition is price. Price is too frail a foundation upon which to depend, as it is of but short duration, while on the other hand quality is more lasting. Stoves of quality give the merchant selling them a reputation; they advertise him; they bring new trade to his store by the good customer he has made in selling a first-class article, and through this advertising medium he is talking to his friends. Without doubt quality is the best weapon to bar out mail order or any other competition.

By intelligent salesmanship there is no reason why the hardwareman should not regain the ground he has lost, or go on developing. To plant a customer in front of a stove, and then go away and sell another customer nails, and come back and ask, "Well, do you like it?" is enough to drive any customer away. And yet that has been noticed in hardware stores. Then again there has been no attempt to explain the essential points which the stove or range possesses, even though the customer may invite some such explanation by taking off the covers and looking into the firebox. As it

has been pointed out, the hardwareman who has lost ground has probably paid more attention to his other hardware and his small trade sales that he thought he was sure of, than to the large and more profitable stove sale that was only prospective; and in doing this he left upon the mind of prospective buyers, by



Stove Window Illustrating a Striking Trim of Stove Piping.

his want of attention to them, the unpleasant and uncomfortable feeling that they were not cordially received and helped in the selection of what to them, meant an important purchase, and nearly an event in their home life, making it necessary to select the best possible range for the money which they had to spend.

It is necessary to conduct the stove department in the most enthusiastic way. The merchant must put all his energy into it. He must advertise persistently and intelligently, driving home always the fact that his establishment is the stove and range headquarters of the community. He must avail himself of whatever co-operation is proffered by the manufacturer, he must exercise everlasting hustle, and he must show an intelligent interest in the needs of every housekeeper.

As we have remarked before, it has been the custom in many stores to bring out the stoves and ranges during certain seasons, and then to put them away again, so that no matter how the goods may have been advertised at these times, during the remainder of the year customers forget that the lines are carried, and when a stove is wanted some other merchant may get the sale. With the wide selection of stoves now on the market, stoves that are in use all times of the year—the merchant can keep his stove department to the forefront all the time. Just as departmental stores maintain their model kitchens, throughout the year, so the hardwareman can keep his stove department in a prominent location. If the merchant utilizes every effort to modernize his methods, keeps his stoves on the floor all the year, instead of relegating them to the basement, advertises vigorously and pays the greatest attention to every prospective customer, he should have little difficulty in regaining lost ground, and what is better, gain more than he has lost.

USE THE WINDOW MORE.

Many hardwaremen fail to use the window in developing stove sales, having the idea that stoves cannot be shown to good advantage in the window. As a general rule these same dealers litter the tops of the stoves on the interior with a lot of odds and ends.

The fact that some hardware merchants can make live stove displays shows that the window can be used by others if they try to do so. For instance, the model kitchen display shown in the illustration was used in a hardware store window, although it can be used to even greater advantage in a railed-off space at the back of the store, or upstairs, if the stove display room is located on the second floor, as is the case in many stores.

The second illustration shows a rather crowded window, the chief feature of which is the novel trim of stove pipes and elbows. These are bound to catch the eye and draw attention to the goods shown. The danger in overdoing a display, however, is that where many lines are shown the eye is not attracted to any particular article. In the window shown a very neat trim is made ineffective by the range and base burners being hidden by about a dozen gas grates, one or two of which would have been sufficient. The lamps on the top of the warming ovens are also out of place, the secret of success in window trimming being to make a display as natural as possible. Lamps are not set on stoves in houses and they should not be so shown in window displays.

An appropriate trim for the top of a stove window, described in the Iron Age, is made by hanging lanterns on wire. Stovepipe wire is very good, and does not show. If the window has one large pane of glass extending to the top or ceiling, a wire should hang from centre of ceiling to within 5 or 6 feet of bottom of window. From this another wire should slant to right and left, facing window, to within 3 feet of window floor. Then starting in the centre, suspend the lanterns by short lengths of wire about 12 in. apart (the wire will not slip if twisted several times around). Fill the bottom of window with stove boards arranged in a semi-circle; set up a heating stove in the centre far enough back so that when two lengths of pipe are run up and an elbow attached, the collar on the elbow will make it look as though there was a flue in the window. Then place the smaller heating stoves around the semi-circle. In the spaces formed by the circle, place a small oven for a base, and on this a large oil stove. Fill in the space in front of stoves with flue stops, collars, dampers and elbows. Place joints of different-sized pipe at each side. If you carry sheet zinc and asbestos board, place pieces of these in the window; then with price cards on each stove, you have a window that will sell stoves.

It is well to remember that stove displays show off best under white draping, the details being thus brought out clearly and distinctly.

Window Display of Kitchenware During a Special Three-Day Sale.

KITCHENWARE DISPLAYS.

To make an attractive window display of enameled ware is not the easiest thing

to do, but a good one is shown in the "Special Sale" window trim shown. For a display of this kind a good plan is to arrange the utensils in a half circle, starting in the corner of a window and building up the half circle until it terminates in a single article at the top.

Tinware Window Shown by the Marshall Hardware Co., Medicine Hat.

being careful to have none of the boxes or racks show. Then, as price is the main feature, each article should have a plain mark on it, while a large card hung in the window emphasizes the prices, and the arrangement has the appearance of quantity. A combination of tinware and colored enameled ware makes an effective window.

The Marshall Hardware Co., recently showed a good window of this kind dressed by Herb Doane. As will be seen they used a white cheesecloth draping, filling in the intervening spaces with lanterns, cooking utensils, etc., the balance of the display being made up of tin and wire goods.

Locomotive Displays.

W. Hopkins, Saskatoon, had a different kind of a tinware display at the time of the opening of the C.P.R. line into that city, connecting Saskatoon with the east. He constructed an engine of tinware, the rails being made of barn-door track, with axe handles for ties. The engine was made of parts of lawn mowers, carpet sweepers, bread pans, stove pipes, cutlery, razor strops and dog collars. Another locomotive display recently shown was constructed with a garbage can set on a one-burner gas plate, to represent the boiler, with a bicycle lamp in front for a headlight. An inverted funnel with a piece of picture chain attached served as bell and bell strap, while a gas cock took the place of the whistle. The smokestack was made of 5-in. stove pipe with a collar at the top. The cowcatcher was made of a piece of tin and tinpot covers served as drive wheels, with a 1-pint pail as a cylinder, and a 5-ft. rule as a piston and connecting rod. The cab was made of four ash sifters, a wash board and a roasting pan cover, and the sides of roofing paper. The tender was built of roofing paper, tacked on a wash board as a floor.

Automobile and Airship Trims.

Popular subjects for tinware displays are automobiles and airships. The details of a life-like auto display include wheels made of steel and wood split pulleys, axles of barn door track, with nuts made of door knobs, while the springs are ordinary seat spring . The muffler is made of galvanized iron pipe from a forge and a length of 4-in. tile pipe. The balance wheel is a small mounted grindstone, the chain gear two small wood pulleys with a mowing machine chain on same. The frame of the body is track fastened to springs with brackets bolted together solid. The floor is made of boxes from packing cases. The sides are masons' and carpenters' levels, building paper with washboards for doors. The back is a body of a wheelbarrow. The dashboard is made of two woshboards with brass city track for top rail, coat and hat hooks for handles, oil cans for sidelights, dinner bell for horn, a plumber's torch with a tin funnel for a searchlight. The side lights are connected with a fire extinguisher with syphon rubber tubing. Hose on bottom of a suction pump serves for a bulb. The bars that hold the dash in place are casement window adjusters. The hood on the front is a No. 5 galvanized iron ash can, with a grindstone crank and handle covered with galvanized hardware screen. The front seat is a clothes hamper covered with chair seats and chair seats set against the front. The back seat is a packing case covered in the same way with wood chopping bowls for backs of both seats. The inside of dash has a small nail box for spark coil, thermometer gauge, Ingersoll watch for speed indicator. The handle for throwing the gear is a stove poker. The brake lever is a coal shovel. Stearing gear has a mop handle with a well curb wheel attached. The number is made of a strip of shoe leather with house numbers.

An airship recently shown in a hardware store window was constructed entirely of goods from stock. The "gas bag" is made of two galvanized wash tubs, four tin wash buckets and two tin wash pans. Suspended below this by cotton staging line is the "cabin" and machinery rigging. The rudder is a tin grater supported by two graters and two potato slicers. The propeller is made of two wire egg beaters and two skimmers. The cabin is of rat traps and an inverted tin pudding pan. Other articles used in construction are: Wire bread toasters, dividers, pliers, rules, yard sticks, cake pans, etc. Two fish hooks formed an anchor and a chalk line reel the capstan. Within the cabin a set of clockwork was located which kept the propeller turning slowly. The machine measured about six feet in length.

OLD STOVE AT BOTHWELL.

During the "old boys'" reunion at Bothwell, Ont., last August, W. J. Trott, son of G. H. Trott, hardware merchant, Bothwell, arranged a novel and timely display by putting an old heater in the window over the placard. "An old boy—64 years old." The stove, which was made in Troy, N.Y., and patented in 1844, is still in working order and a good heater.

The display attracted many people to the store, old settlers being particularly interested in looking at it and explaining the changes made in stove construction since their boyhood or girlhood days. For a timely ad. the window was a winner.

The illustration, which shows only a part of the store front, gives a good view of the stove, and also shows the proprietor of the store, G. H. Trott. The construction of the store front is modern, with a roofed-in window, allowing light to be carried into the store by means of the prism glass overhead. This is a feature of many stores of recent construction.

A 64-YEAR OLD STOVE.

Novel Display in G. H. Trott's Window at Bothwell, Ontario.

Men Who Connect the Past and Present

Sketches of Two Winnipeg Men Who Located in the West in The Pioneer Days of Thirty Years Ago — Some Interesting Reminiscences of Jobbing When the West was Young.

Illustrative of the opportunities afforded manufacturers and wholesalers to open places of business in the west is the achievement of one of Canada's leading manufacturers and jobbers of paints and brushes.

With scarcely any knowledge of the paint business, G. F. Stephens began a paint jobbing trade at Winnipeg in 1882. Formerly he was a traveler for a Montreal wholesale hardware house, and it was with the idea of continuing in the hardware business that he moved to Winnipeg. For a few years he conducted a retail hardware business on Portage Avenue, but recognizing that a large percentage of his stock was paints and

G. F. STEPHENS, WINNIPEG,

Whose Retail Hardware Store Developed Into a Paint Manufacturing Business.

painters' supplies, and further recognizing that there was an advantageous future for this particular line of trade, Mr. Stephens resolved to sell his hardware stock and deal exclusively in paints. The experience of Mr. Stephens during the next few years was similar to that of almost every successful man in the west who has learned to wait for those conditions which are congenial to the development of his trade. When the country was young, every citizen had to suffer more or less the hardships of those who contribute more than any others who follow, to the establishing of secure homes and business centres. When we meet men to-day who have large estates and wealth at their disposal we are not constrained to think of the long years of toil, adversity and waiting which entered into the life of the one who is in some degree recompensed for his labors. Every man does not have to wait for more fruitful years, but there are few in western Canada prominent in industrial life, who have not seen darker days.

The story of Mr. Stephens' career is only the story of many others who believed in the future of the great plains and whose vision foresaw a great city set as a gateway through which passed multitudes to their homes on the wide prairies.

Ramsay Jobbing Business Absorbed.

In 1887 Mr. Stephens bought out the jobbing business of A. Ramsay & Son, and amalgamated it with his own.

In 1885 the business was moved into larger quarters on Market Street, and in 1887, the building was enlarged to four storeys, including basement. The wholesale and jobbing trade had by this time acquired considerable strength and as soon as capital was available an attempt was made to manufacture.

In 1890 the first paint of the Stephens brand was turned out, but for some years after the first product was manufactured, the management continued to make the jobbing end of the business the principal thing. And not until 1895 did the manufacturing end do more than pay expenses. This is another feature of the manufacturing business in western Canada. Even to-day in almost every line the expense account eats out the profits for some time.

Had it not been that the jobbing and wholesale business was firmly established Mr. Stephens would have become discouraged with the manufacturing. But when the turn for better days came, about '95, Mr. Stephens found that he was prepared to increase his plant in all its branches. More property, to the extent of 50x150 feet, was purchased and from time to time the building was added to, until the present block was completed. It is 110x150 feet, with five storeys and basement. Since 1895 Mr. Stephens has not known an adverse year, and the rate of increase has been such as to amply repay him for adversities of former years.

Varnish Plant Established.

Two years ago the management bought property in the suburbs of the city, where a varnish plant has been erected, and in time they expect to move the entire plant to that location. Incidental to the growth of the manufacturing department the wholesale end of the business has also developed. The company claim to have to-day the largest distributing house for brushes in Canada.

Associated with Mr. Stephens since the early days of 1882 has been M. F. Christie, who has acted ever since as secretary-treasurer. At present, Mr. Christie is practically manager, owing to the absence of Mr. Stephens from the city the greater part of the time. The concern supports a staff of over sixty in all. R. J. Kennedy, who is also a stockholder in the company, is financial manager; L. C. Stephens, a son of the founder, is a stockholder, and acts as general buyer for the company. F. W. Stephens, a nephew of G. F. Stephens, has been superintendent of the factory for eighteen years.

Through the strenuous years of business life Mr. Stephens has found time to associate himself with other commendable interests. He is one of the leading laymen in western Canada in connection with the advance of Christendom, and he spares neither energy nor money for the development of any noble cause. At present he is president of the local Y.M.C.A. organization, and in the hearts of all the young men in his employ and acquaintance, he occupies a large place.

M. F. CHRISTIE, WINNIPEG,

Associated With G. F. Stephens in his Paint Manufacturing Business Since its Inception.

THIRTY YEARS IN BUSINESS.

Reminiscent of the early business life of Winnipeg would be found the name of Robert Wyatt, who established a retail hardware business in the city in 1878. Mr. Wyatt first came to the city in 1877 as western representative of the McClary Manufacturing Company, London, Ont. In those early days opportunities for distributing goods over the country were not as good as at the present time. Consequently the most efficient means by which goods could be kept before the public was to open a retail stand. This Mr. Wyatt did in 1878. Year by year he added to his retail stock until in a short time he was handling almost a complete line of hardware.

Early Freight Difficulties.

These were the days when the methods of transportation and handling were so crude that discouragement accompanied all the brighter aspects of the business.

ROBERT WYATT, WINNIPEG,
A Hardware Retailer in the Western Metropolis Since 1878.

Mr. Wyatt sold as many as twenty stoves per day during the most active seasons, but he was compelled to ferry his own freight over the Red river in a rude barge from St. Boniface, where the goods were dumped by the railway. One shipment of stoves arrived in St. Boniface to the address of Mr. Wyatt in mid-winter. There they were unloaded on the open prairie and two-thirds of the stock was broken in handling. Mr. Wyatt had no alternative but to gather up the fragments, irrespective of the weather conditions and sell to the waiting, needy customers, such as could be made use of. In the winter seasons he himself teamed the goods across the ice from the open air freight depot to his place of business.

It will be seen, then, that any great boom in the retail end of the business would be seriously marred by the rude facilities for transportation. These conditions faced Mr. Wyatt for many years. The way was hard and progress only came with the years, but progress truly came in due course of time. In the few years following '87, when perhaps the most severe set-back that the country ever experienced was felt by all alike, Mr. Wyatt had been in business ten years. During that period the business had acquired that stamina which enabled it to meet without failure the dulness of the trade, and the stringency of the money market.

Methods Which Won Success.

Mr. Wyatt was always an indefatigable worker. Early and late he would be found in the little store, so long associated with his name. In spare hours he would go down to the glycerine factory and solder cans, for which particular craft he became quite famous. When trade was quiet he would get out and solicit orders. Often he would drive far into the country in the hope that he might sell a stove, and he was rarely disappointed. These characteristics, together with the fact that he had that peculiar ability to save, were perhaps the outstanding points of the man in business. He controlled his expense account by means of able and legitimate management. There were few leak-holes in the business of Mr. Wyatt. He carefully scrutinized his own affairs and it was not long before he was known by his fellow citizens as a thorough-going business man. It was due to this recognition, and further, to the fact that the citizens had confidence in his character and sincerity of purpose that they chose him as alderman in 1892 and 1893. He also became well known throughout the country and when the first Retail Hardware Merchants' Association was formed in 1904, he was elected 2nd vice-president.

During his business career, Mr. Wyatt took advantage of several opportunities to acquire real estate, from which, in recent years, he has made handsome profits. To-day he is a man of considerable means, and the secret of his fortune is perhaps attributed to the fact that behind all his business transactions in the hardware trade or out of it, he had developed a thoroughness and keenness which enabled him to value every situation presented to him in an unmistakable manner. He was prepared to indulge in lines of business for purposes of speculation, since back of it all he had a strong business upon which he could rely, and, if necessary, obtain credit.

The present retail store was opened in 1895, and although it is not the largest in the city, yet in comparison the business is very extensive.

A. E. Wyatt, a son of the founder, manages the business, since Mr. Wyatt, Sr., is away from home considerably. At present he is in London, Ont., renewing the acquaintances of his boyhood days.

W. W. CHOWN.

Former Mayor of Belleville and Now a Hardware Merchant at Edmonton.

Hardware Family Links Ontario and Alberta

Member of the Chown Family at Kingston Builds up a Large Business at Belleville, and When Family Grows up Moves to Edmonton to Found Another Branch of the Hardware Business Under the Chown Name.

One of the best known names in the hardware business in Ontario is that of Chown, branches of the family being located at Kingston and Belleville, and connected with the hardware trade as manufacturers, jobbers and retailers. In fact there are so many Chowns that they are consumers of hardware in no small way.

Attracted by the lure of the west, W. W. Chown, the founder of the Belleville business, moved to Edmonton three years ago, leaving his two eldest sons in charge at Belleville, and taking two younger sons to assist in building up the business in the growing metropolis of the far Northwest. At 55 years of age many would have been content to settle down to a well-earned rest or to have sent his sons into the strenuous life of the west, but not so Mr. Chown; he wanted to keep young and knew of no better way than to transfer his field of labor from the quiet city of Belleville to the bustling city of Edmonton, where the wide avenues provide plenty of elbow room and the environment is in every way rejuvenating.

Mr. Chown, whose picture shows him sitting in the Belleville mayoral chair, was born at Kingston in 1851, and after securing his education and learning the hardware business in his father's store, he moved to Belleville in 1882, and established a hardware, stove and tinware business under the name of W. W. Chown & Co. Ten years later, in 1892, he purchased the Canadian Tin & Stamping Works from C. F. Smith & Co., the latter taking over the hardware business. In 1897, however, the hardware business was again taken up and the retail and manufacturing business continued together. In the meantime a large trade in dairy supplies and milk cans had been developed as far east as

Quebec and the manufacture of cold blast lanterns had been goine into on an extended scale. In 1901 the retail businesses of W. W. Chown and S. C. Chown were amalgamated and a limited stock company formed.

Manufacturing tinware, jobbing in eastern Ontario, and conducting the retail store at Belleville did not absorb all of Mr. Chown's energies, so in 1900 he, along with R. J. Graham and W. C. Springer established the Belleville Hardware Co., to manufacture builders' hardware. He also took an interest in public affairs, being one of the promoters of the Bay of Quinte bridge in 1891, and in 1901-2-3 occupying an aldermanic seat, moving up into the mayor's chair in 1904. He also took a deep interest in moral reform and educational work, being secretary of the Albert College for a number of years, president of the Belleville Y.M.C.A., and a trustee in his church. In 1906 he moved to Edmonton and there he has been honored by election as president of the Layman's Missionary Movement. He also conducts a large adult Bible class and is a Y.M.C.A. director.

W. A. A. CHOWN,

Secretary-Treasurer of the W. W. Chown Co., Limited, Belleville.

Since 1906 the Belleville business, while still under W. W. Chown's presidency, has been managed by R. C. Chown, vice-president, and W. A. A. Chown, secretary-treasurer; E. Burrows and J. C. Moynes, being directors. A view of the Belleville store is shown, R. C. Chown, one of the executive committee of the Ontario Retail Hardware and Stove Dealers' Association, being shown on the extreme left. The products of their factory are displayed in the centre of the floor. The making of lanterns has been discontinued, but a staff of workmen are kept busy on other lines. Two travelers represent the firm, calling on the trade in eastern Ontario.

Interior of the W. W. Chown Company's Hardware Store at Belleville.

Interior of the Chown Hardware Co.'s New Store at Edmonton.

In March of this year the Chown Hardware Co., Edmonton, took over Lundy & McLeod's hardware business for $35,000, and moved the Henderson business, which they had purchased in 1906, into Lundy & McLeod's premises, a view of which (taken before the transfer) is reproduced.

SELL LANTERNS TO CAMPERS.

Don't wait until the first of September before you get in your fall stock of lanterns. If you wait, you lose money. A lot of people go camping every summer and when they get their luggage together, they're sure to include a lantern, to provide for dark nights! If you make a little push on lanterns along in the vacation season you're going to make sales you would not otherwise make.

Work up this demand and let people know you sell lanterns. Make a window display of a camping scene. Put up the front fly of a tent in the back of the window. On the left side put three small logs, to form a kettle support. Hang a kettle from this support, and under the kettle put a few twigs and brush, with a red electric bulb under the brush to represent the fire. One or two fishing rods, an axe, a pack-basket, a rifle—a few well-selected articles from your sporting goods stock. And you've got a window display that will make seven out of every ten men stop and look at it. Just try this idea and see how nicely it works out.

THE FIRST RANGES.

Hand in hand, with the march of time,
Come many sweeping changes.
The stoves that prehistoric man once used
Were simply mountain ranges.

Hardware and Stove Dealers' Advertising

Many Forms of Advertising—Samples Reproduced from Canadian Papers — Use of Large Cuts Criticised—How to Combat Catalogue Houses and Stove Peddlers.

By Weston Wrigley.

About the only class of men who put a ban on advertising are the doctors and lawyers. It is "unprofessional" for them to use newspaper advertising, but note how often the doctors select corner locations and plaster signs on front and side doors and windows. Same with the lawyers—they put signs on their upstair office windows and on the entrance to the building. And how particular the doctor is to be called by his professional title, and how both lawyer and doctor like to get their names into the local paper on every available occasion.

There are many forms of advertising—of becoming known and having people think of you as the one to consult when they want something in your line. The brass door plate and the handle to his name may do for the doctor, but the hardwareman must use different methods.

The Store and the Window.

In the first place an attractive and clean store is essential. You don't do business in a grocery store over-run with flies, if you can buy from a man more careful in his methods. Neither will the woman who wants a stove or some cooking utensils go to a store half an inch deep in dust if she can do business in a store where the windows, floor and goods are kept cleanly. And not only the store, but the salesman must be tidy in appearance. Manners count, too, but be cleanly in dress and you are pretty sure to be gentlemanly in addressing customers.

Next to the store itself is the window display. You want a store on the main street because people pass that way. But such a location costs more money. Make the window pay for the location. It can be done, but not by neglecting it or using it as a dumping place for lines on which you have been "stuck." Give the window a chance to do its part in store advertising. Put new goods in and price them. Make it attract attention and bring people into the store. That is its function in modern business, and if your windows are not bringing customers inside the store and selling goods there is something wrong with you—not with the window.

Newspaper Advertising.

With the store and the window properly looked after newspaper advertising can be taken up intelligently. It is assumed that the store salesmen can take care of customers attracted by a clean store, a live window display and a practical newspaper announcement. Such an environment cannot help but develop good salesmanship.

The newspaper ad. has two functions to perform. It must create a favorable impression in the minds of the purchasing public towards the store, and it must bring customers into the store to purchase the goods you have to sell. The second cannot be done without the first. You must create a favorable impression before you can get the people coming to your store in response to your advertising, and this impression cannot be created if you disappoint your customers.

To merely announce that you have a stock of stoves, dishpans or preserving kettles won't do now-a-days. You must show your goods in your newspaper ads. just as you show them in your store—attractively. Dust covered goods and poor advertising cuts don't attract. And a window display without prices won't draw any more than an ad. in which figures are not quoted.

A newspaper ad. gives you an opportunity to tell the people in your district what goods you have to sell. It gives you a chance to talk to 500 or 5,000 people you want to interest. Suppose you were to go before that number of people at a public meeting. Would you say: "I sell hardware and stoves and also attend promptly to tinsmithing. My address is 14 Piccadilly Street."

Talk to the people in your advertising as you talk to the customer in your store. Show the goods, tell the price and explain the merits of the article.

The man who conceived the idea of using cuts in newspaper ads. made a big step in advance. The people like to look at pictures. A St. Mary's stove dealer who knew this made a hit recently by having his goods shown in a moving picture theatre. Every hardwareman cannot do that but there are none who cannot illustrate their ads. with good cuts.

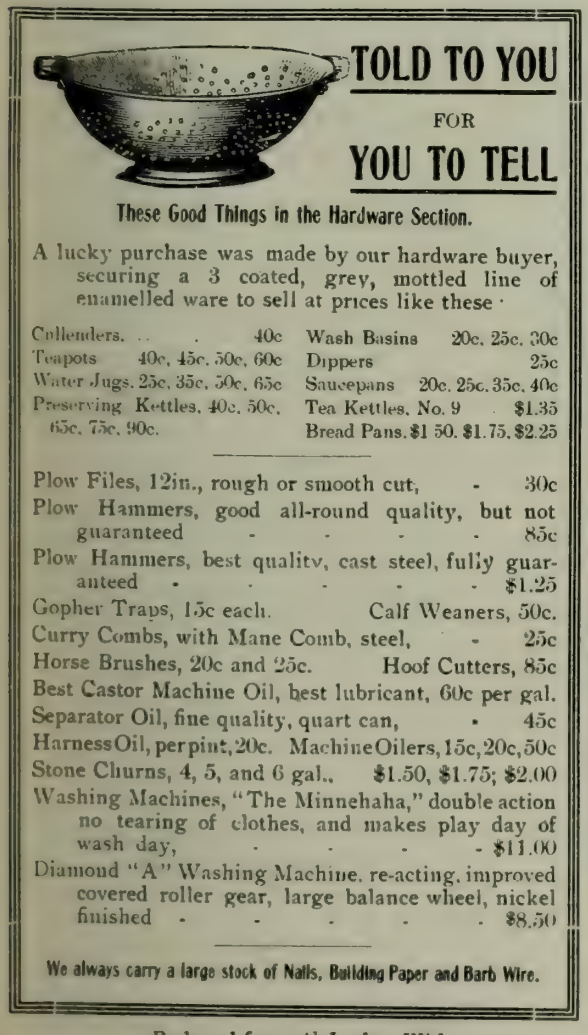
Illustrated Advertisements.

An original ad. illustrating the use of specially made cuts is the "hardware millinery" announcement of a Milwaukee firm. Backed up by a "millinery" window the ad. brought a lot of people to the store and well repaid the outlay for the special engraving. The ad. refers to seasonable lines and draws attention

Reduced From Five Inches Wide

Reduced From Six and a Half Inches Wide.

to the new vacuum cleaner. It is an ad. in which it would be hard to quote many prices but if it had been said that a vacuum cleaner could be had for only $13.50 more sales would have been made. This weakness is featured in the accompanying illustration of the "Saturday to Monday Special Sale," small cuts being shown along with special prices quoted for the various articles. Hardware firms in Brantford and other Canadian towns have taken up the "Saturday Special Sale" idea, extra copies of the ad. being printed for local distribution. By extending the sale to Monday the Weaver Hardware Co., whose ad. is reproduced,



Redu ed from 4¼ Inches Wide.

a waste of money for the manufacturer as well as unwieldy for use by the retailer. It takes a little time to prepare such an ad. as the one run by Jackes & Co., Toronto, and some of the cuts will have to be bought rather than begged, but there can be no doubt as to the comparative results obtained by the retailer who uses small cuts and prices his goods and the one who uses large illustrations in the space he pays a good price for. Mr. Griffith shows good judgment in pricing most of the lines he advertises and, taking a full page space, his large cuts are excusable. But he could have advertised twenty or thirty lines, instead of

Forme Size 2¼ x 6½ In.

catch a class of trade who desire to avoid the crush of Saturday shopping.

Two Western Ads.

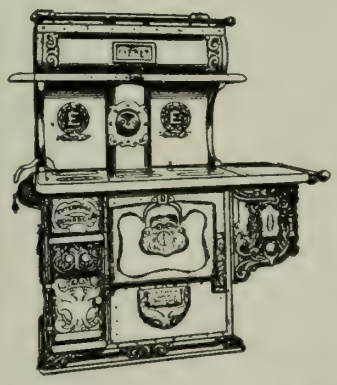
Talking of cuts in newspaper ads. it might be said that poor judgment is shown in using too large engravings, and retailers will do well to insist that the cuts sent by jobbers or manufacturers should be of a small size. In a recent full page newspaper ad. inserted in the Empire, Asquith, Sask., by G. B. Griffith, were a number of illustrations evidently supplied by manufacturers for use in newspaper ads. but with one or two exceptions they were entirely too large and a dozen, if he had used smaller illustrations.

The "told to you for wou to tell" ad. of the Battleford Trading Company is taken from a sixteen page "Budget" advertising general lines three pages being devoted to hardware. All goods mentioned are price marked. Our views on store papers of this kind were given in Hardware and Metal of July 3. We believe newspaper ads. to be more productive of results than booklets or circulars, if the local paper is well edited, but on special occasions, notably at the Christmas season, the newspaper may be supplemented by special printed matter to advantage.

As a means of fighting catalogue houses the store paper is also valuable but this is chiefly because the local editor is neglecting his duty by failing to keep up a persistent campaign in favor of spending money at home where it will be spent to improve the roads and in other ways make life more liveable for the farmers and townspeople.

Attacks on Stove Peddlers.

Crockett Bros., Westville, N.S., have a practical stove ad. in the one reproduced. The cut is not too lrage, the price is given and a strong argument is made against stove peddlers. There is one way not to compete with stove peddlars and two ways to get after them successfully. The way not to do it is to leave the field open for the peddlars to come in and capture the business before you wake up to the fact that they are on the job. One way to buck them is to do as Crockett Bros. are doing—create a suspicion in the minds of the people through your newspaper advertising. This can



The Enterprise Monarch Steel Range

The King of all Steel Ranges

is seldom peddled but when it is handled in this way it sells for $55.00 without tank and $60.00 with tank. We handle it direct from our store the most economical way, and sell it for

$43.00 without tank, or $48.00 with tank

And give 10 Per Cent Discount for Spot Cash. Do you see the point?

If we peddled the ENTERPRISE MONARCH we would have to charge you at least $12.00 more for it to make the same profit.

No Range peddler can sell Steel Ranges at our prices and make a living.

CROCKETT BROS.

WESTVILLE, N. S.

Reduced from Two-column Size.

only be done by talking price as Crockett's do.

Whatever is said against the stove peddler it cannot be said that he is a price cutter or that he is asleep on the job. The peddler walks into a district where the hardwareman has been sitting down waiting for business to come to him and he uses the opposite tactics—goes after the business. He knows his goods perfectly and his live salesmanship soon makes the farmer's wife think that her stove is out-of-date and she needs a new one. Then he takes the old stove at a valuation and while the iron is hot gets a note signed for a new range

at $20 or so more than the local stove man would have been glad to get for a range equally as good.

Perhaps the farmer's stove was out of date—and here's the second way stove peddling can be bucked successfully. The local dealer had been sitting waiting for the bread fruit to become rotten ripe and drop into his lap and had neglected to find out that a new stove was needed. He should have been forestalling the peddler by doing some canvassing himself. When you have a range to deliver to Farmer Smith on the sixth concession, for instance, what's to hinder calling on Farmer Jones on the fifth and on Farmer Wilson on the fourth, and in the course of general conversation letting them know that Mrs. Smith is getting a new range. The women will be interested and if you use judgment you can easily learn a lot about the condition of the stoves in the houses visited, and also in others nearby. And what's to hinder having stove and furnace prospect books and making canvassing trips of this kind on rainy days or whenever business is dull. In addition to stoves and furnaces, metal roofing, pumps, churns, cream separators, fencing, washing machines and numerous other articles can be sold. And if you haven't any inclination to do business in this modern way give one of your salesmen a chance to try.

As already said, there are many ways of advertising but it all depends on the merchant. And the one who succeeds is he who dresses neat, keeps a clean store, has attractive windows, uses cuts and prices in newspaper advertising and goes out to fight catalogue houses and stove peddlers on their own ground.

MONEY WASTED IN ADVERTISING.

The statement is made that more than half the money expended for advertising is virtually wasted, or at least is spent in a manner that does not bring its money's worth in results. This wasted money is used up in injudicious advertising.

Many advertisers lose sight of the primary object of all advertising—to sell goods. Advertising is merely salesmanship. It is an art, it is true, but as the Hardware Trade recently said, it is the art of salesmanship in print.

One reason that many retail merchants fail to produce good advertising is because they look upon it too much as an art and not enough as a means of selling goods. The average retail merchant starts out by admitting that he does not know anything about advertising and he forgets the fact that he does know something about salesmanship.

If more merchants would only put into print the every day arguments they use behind the counter to sell goods there would be more successful retail store advertising.

And if more retail merchants would give themselves credit for the intelligence that they must possess in order to do business at all they would not find the proposition of advertising the goods in their stores the stumbling block they do.

Let the retail merchant remember this: That college graduates, as a rule do not make good advertising writers; not because they possess too much intelligence, but because their intelligence is not of the right sort. The college graduate is very apt to remember his lessons in literature and forget the fact that in his advertisements he is talking to the people—to the plain, common people.

The advertising man, as no one else, must remember that he is talking to the people and for the people and that "polished" language has no place in an advertisement—particularly a retail store advertisement.

In writing advertisements for their newspapers or for circulars too many retail merchants forget their lessons in selling goods. They indulge too much in generalities. Advertisements should be specific. If a dealer is advertising refrigerators, for example the first phrase in his ad should be the strongest selling point about that article. Just ask yourself this question: What is the first thing I would tell a customer to whom I wanted to sell this refrigerator? That very thing is what will attract the readers of your advertisement to that refrigerator.

Judgment is what the retail merchant requires most in writing advertisements for his store. The ability that every good hardware salesman possesses in order to sell goods, coupled with the ability to express himself in simple, forceful language will make a fairly good adwriter out of any merchant if he but applies himself.

And why shouldn't he apply himself? Advertising is the most important department of his store. He would not allow any other department to go to rack and ruin. If an ordinary good paying department were running down he would try to find a reason for it. Having found the reason he would try to find the remedy.

Is your advertising paying you? If you think it is not, you should seek the remedy at once.

ADVERTISE SYSTEMATICALLY.

If local merchants could only be brought to realize that the merchant princes of the country, who do a business running into the millions every year spend hours every day upon this department of their business it would not take them long to understand that behind this sort of effort there must be placed the same careful thought and attention that is given to their buying and selling within the store. A fixed amount set aside for each week or month or year is not usually the most advisable way of meeting this problem. Emergencies are certain to arise wherein a larger amount will be needed during some periods of the year than during others, and on the other hand, local or general trade conditions may develop which will make it inadvisable at certain periods to spend as much as was originally planned.

PREPARE ADS. IN ADVANCE.

The best kind of advertising is that which is prepared in advance. A good way to do it is to lay out five or six weeks' advertising in advance, deciding what you are going to advertise, the price at which it will sell in large quantities, then go into the market and hunt for it until you find it. If you do this, you will get definite response from your advertising and create that favorable impression towards your store.

THE ROOFER SPREAD OUT.

The man was working on the side of a steeply sloping roof. All of a sudden his foot slipped, and with a groan, he began to slide down slowly toward the edge. As he slid he clutched with tense fingers at the tin, but it was smooth. It offered him no hold, and his speed gradually but surely increased. In a sitting posture, like a tobogganer, the man continued his deadly slide, he began to pray in a loud, anguished voice.

Memory, as if in answer to his prayer, flashed across his brain the words: "Spread out."

The man instantly lay flat on his back, spreading arms and legs to their widest angle, making himself as much as possible like a starfish. And his speed at once decreased. The additional friction surface acted like a brake. A few feet from the edge of the roof he came to anchor.

"Help!" he then shouted.

But the slight movement of shouting acted like a push, and he slipped down a few inches more.

"Help!" And again he slid a little.

But this time help came. A rope was thrown, and the man climbed back to safety. He wiped the dews of terror from his brow.

"My boss in my apprentice days," he said, "told me if I ever started sliding down a roof slope to spread out and it would stop me. I didn't believe him; but by jingo, he was right."

The man smiled and sighed, musing on his long dead boss. Then he crawled back to his dangerous work on the steep slope of the roof.

AN ILLINOIS HARDWAREMAN.

An Illinois Hardwareman says in his advertisement: "The chief study of this store is to satisfy its customers." And this is the true philosophy of selling, in a nutshell.

Lives of some great men remind us
That we will, if we are wise,
Leave old methods far behind us
And go out and advertise.

Tinshop Arrangement and Tinners' Patterns

Floor Plans of Shops at St. Thomas and Edmonton Showing Arrangement of Stock and Equipment—Patterns for Ventilator, Square Elbow and Gable Cornice—Readers Requested to Send Sketches of Shops or Questions Regarding Patterns.

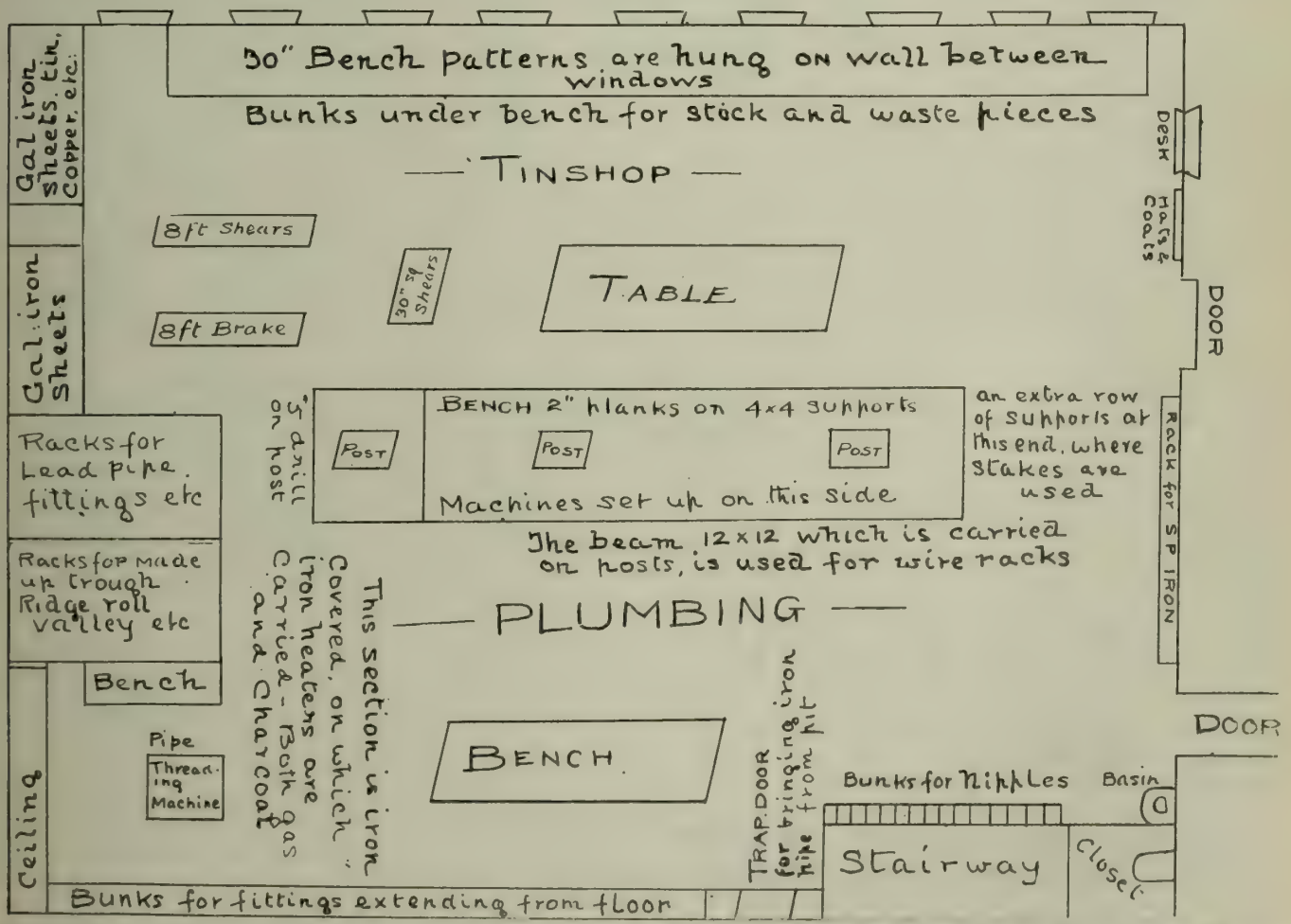
HOW TO PREVENT LEAKS.

In a recent address before the Grand Rapids Retail Hardware Association, S. Hasenburg emphasized the necessity of having a tinshop in connection with the hardware store of to-day and gave some suggestions as to successfully conducting a tinshop with few leaks for profits to slip through.

Out of every 100 men, said Mr. Hasenburg, 99 seem to choose the longest and hardest way of accomplishing a definite purpose. Most men pick out the long way under the illusion that it is him as the shortest, easiest way to the journey's end where success awaits him. He starts out by going around the huge stones and other obstacles and looks diligently for the straight and smooth path where there is nothing to bother him. If he is persistent and hardy he will finally reach the other end of the road exhausted. He won't have the energy, the strength, the ambition to pry open the fingers that hold in their grasp what he wants. The gold he gets is only that which is peeping out from between the closely clutched fingers, a end of the road and also finds the hand of reward tightly closed, but he has not misspent his energy. He can open it and find his reward in full.

I hear some say, "I know that I am paid for all time and material that go on each job;" but this end of the business can not be watched too closely, for on it depends largely the success of the tinshop.

"What kind of a system shall we have to know that we are getting paid for all our time and material?" Have an order made on an order sheet, made to



Plumbing and Tinsmithing Workshop in Connection With Ingram & Davey's New Hardware Store at St. Thomas.

the quickest and shortest way. In business, men are inclined to seek the way of least resistance, which is usually the long way. The road to success in business is simply a highway of obstacles. It is not a smooth road. It is a rough foot path, strewn with huge rocks, but you can walk it if you are careful, if you plan and study your journey. The average man confronted with this perspective immediately plans to reach the other end by avoiding all obstacles he sees before him and those he knows lie in the path farther on. That looks to very small portion compared with what he might have gotten were he able.

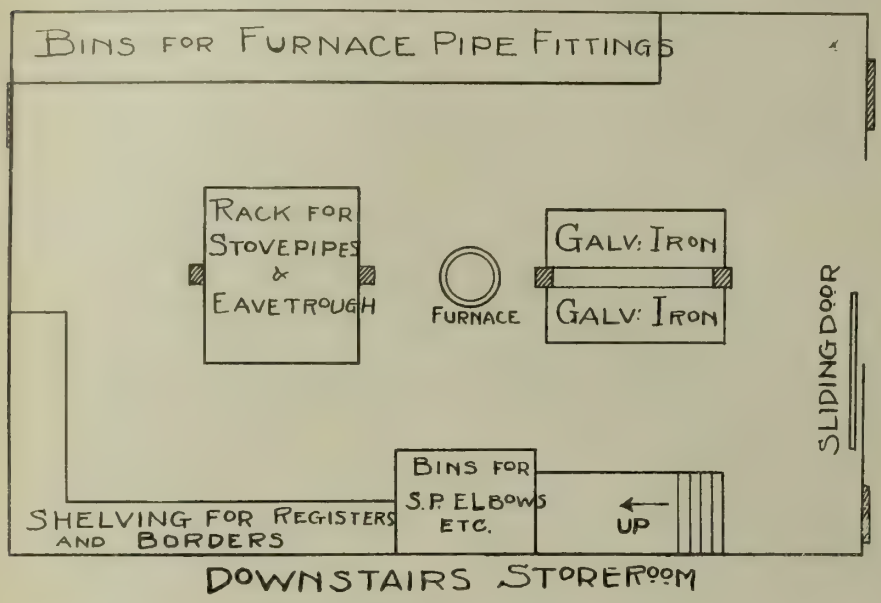
Meanwhile another has entered the road and is about to make his way to its end. He also sees the obstacles before him, but he is the short way man. He resolves to face them and overcome them and not to avoid. He climbs over the rocks and obstacles. He picks his way carefully and uses all means possible to pull himself up. The smooth stretches of the path where his predecessor lingered in order to rest himself he can glide over quickly. He reaches the your own liking especially for the purpose. The order sheet is given a number and the name of the customer and the nature of the work are written thereon. This order is given to the tinner and all stock or material that he uses should be put on this order. Don't depend upon your memory. Put the stock down before you leave the shop and if any material is left the same can be deducted from order if it is worth deducting. The same rule applies to the time. The time begins as soon as the order is given him and all time he has

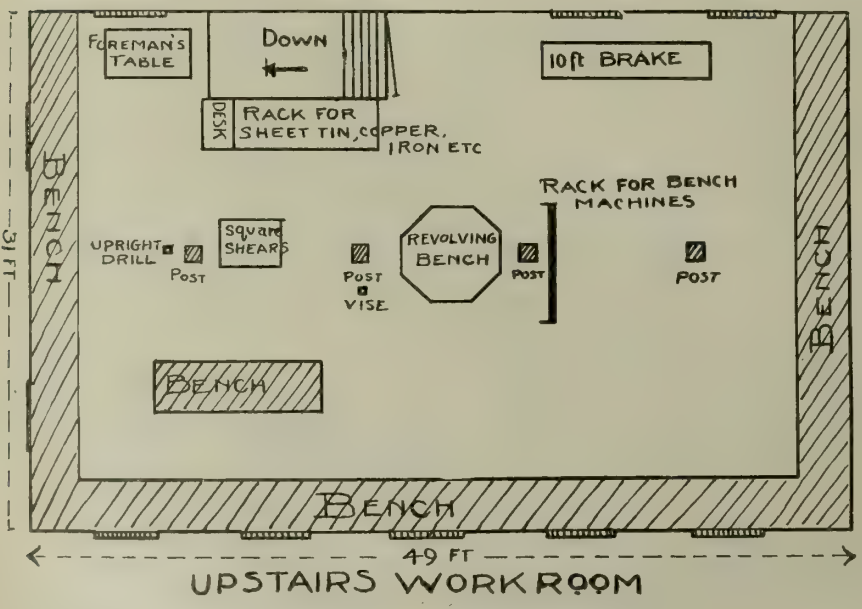
on this order is recorded. This system is especially valuable when an order or job runs for some time. If we had to depend upon our memory and did not have a good system, I dare say that a good percentage of the time and material would not be recorded and hence never charged, and you the loser. This will also enable you to figure the cost of job. The time should also be put on the time sheet with the number of hours back of each order number, and if a man works ten hours, the time should be accounted for. I am sure not one of us can watch too closely to see that each job is charged with the right number of hours and the correct amount of material. If we try and carry out this system, if we have not already done so, and also fight and overcome all obstacles coupled with getting a fair price for our goods, nothing but success will be ours.

TINSHOP ARRANGEMENT.

A sheet metal worker at Killarney, Man., recently asked how an up-to-date tinshop should be arranged.

Tinsmiths who undertake plumbing and heating work will undoubtedly be interested in the accompanying plan showing the arrangement of the plumbing and tinshop connected with Ingram & Davey's new hardware store at St. Thomas, Ont., it being one of the best seen by the editor of Hardware and Metal. The workshop is in a brick building, 42x50 feet in the rear of their store, the ground floor being used as a metal warehouse. The shop is connected to the store by a bridge over a lane, across which goods raised by the elevator can be trucked. A rope and tackle arrangement is also available to raise or lower bulky stock. The explanation of the arrangement of the workshop is so complete on the sketch that further details are unnecessary.





Plan of the Somerville Hardware Co.'s Tinshop at Edmonton.

The Somerville Hardware Co., Edmonton, however, have what is claimed to be one of the best arranged shops in Western Canada, and two sketches of their work and storerooms are shown herewith.

In the downstairs section stock is carried, bins and shelving being placed along the wall and racks on the centre of the floor. Upstairs there is a bench around three walls of the shop, the bench being ironed with ⅜x3-inch bar iron, all stakes having iron socket holes. There is also an octagonal revolving bench in the centre of the shop for machines for crimping, grooving, seaming, etc., the bench allowing the workmen to remain in one position while using different machines. Another bench at one end may be extended the length of the room by planks and supports. This bench room is useful when making up rolls of iron roofing, stores of these goods being kept. Underneath the benches on the walls is an open space for storage purposes, scraps going into boxes. Lockers are placed on the wall between each window for workmen's tools. Furnace stock, etc., is carried in a separate warehouse. Other features of the shop arrangement are shown in the illustrations.

Readers of Hardware and Metal are requested to send the editor their comments regarding these shops or sketches showing the arrangement of their shops.

A SIMPLE SHOP FORM.

One of the best shop forms Hardware and Metal has seen for keeping track of jobbing work was drafted about three years ago by Ald. Albert Welch, stove merchant, Toronto. It has been in use for three years and the only change Mr. Welch plans to make is to eliminate the "Began" and "Finished"

Mr. John Jones | 32 Main street St.

ORDERED July 17 | WANTED Tuesday 8 a.m.

ISSUED	MATERIAL	PRICE	TOTAL	USED
10	Stovepipes	10		5
2	Elbows	20		1
1	Damper	25		1
1	Stove	32 50		1
2	Galv. iron 12x15			1
1	solder			½

(747)

CAUTION. Kindly check men's time and see that work is satisfactory and charge is correct before signing. This will protect you against overcharge. Claims for unsatisfactory charges must be made within one week or will not be allowed.

WORKMAN Wilson | HELPER Brown

LEFT SHOP	BEGAN	FINISHED	ARRIVED SHOP	TOTAL TIME HOURS	MIN.
7:45	8:00	10:20	10:40	2	55

Signature Wm. Thompson

Shop Form 5½ x 8 Inches Used by Albert Welch, Toronto.

departments in keeping track of the workmen's time. These have an advantage in keeping track of the men but lead to some confusion and frequently are not filled out.

The form is 8 x 5½ inches in size but could be made larger to accommodate the firm's name. When an order is received the name, address and date is entered along with the time the work is to be done. Then the goods to be supplied the workmen by the shipper are entered and the price filled in. Next the workman fills in his own and his helper's name also entering the time he leaves the shop. When the work is done he fills in the time he began and finished, the amount of material used and secures the signature of the customer.

If the order is C.O.D. he collects, otherwise he returns the form to the bookkeeper and a statement is mailed the customer showing the material and time charged for. The page on which the account is entered is marked on the form and if at any time a dispute arises the form is taken from the file and a complete record of the job is available with the customer's signature under the caution to check the workmen's time before signing.

Stove dealers or plumbers who have similar forms in use for keeping track of material and labor on jobbing work are requested to send samples to the editor of Hardware and Metal.

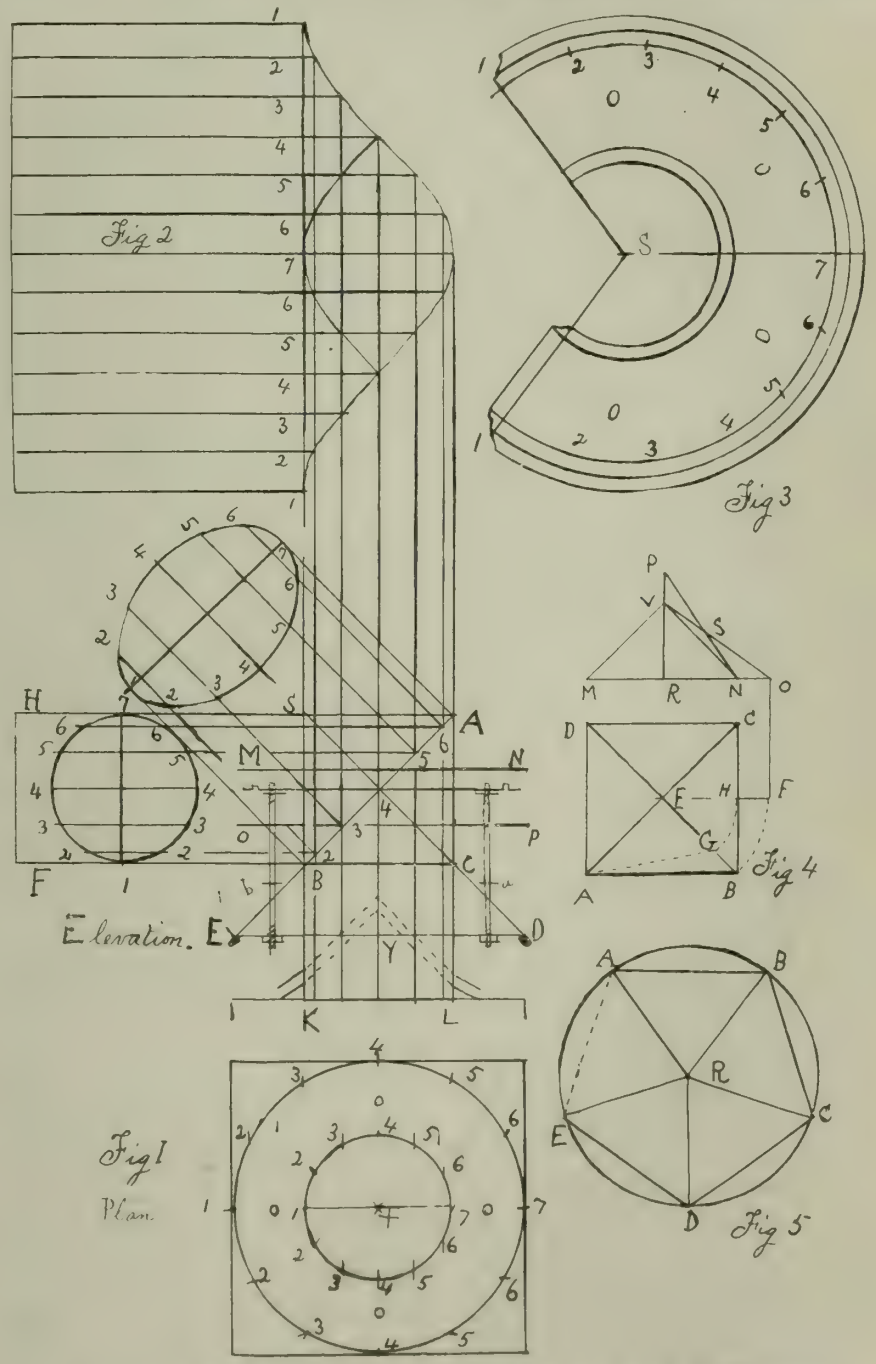
PATTERN FOR THE EMERSON VENTILATOR.

The Emerson Ventilator is a round pipe, surrounded by a circular flange, and a tapering flange extending from the top of the round pipe and connected with the circulating flange. The tapering flange is half pitch, that is, the height of the flange is equal to the projection beyond the side of the pipe. The top flange extends above the top opening of the round pipe exactly one-half the diameter of the pipe. The extreme diameter of the circular flange, tapering flange top flange is always twice the diameter of the round pipe, therefore, each flange extends beyond the side of the round pipe a distance equal to one-half of the diameter of the pipe.

X is the centre of the small circle shown in plan, fig. 1. Take a pair of dividers, space the distance X-1, and from X as a centre point describe the small circle shown in plan, which is divided into twelve parts as indicated by the figures 1-2-3-4-5-6-7, 6-5-4-3-2. Now take the distance X-7 and from X as a centre point describe the large circle, which is also divided into twelve equal parts as indicated by the figures 1-2-3-4-5-6-7, 6-5-4-3-2.

Draw the square shown outside the large circle. The square indicates the flange at base of ventilator. The large circle shows the extreme diameter of the circular flange E D, tapering flange E D and the flat circular top M N, which are shown in elevation.

To construct the elevation, draw the square indicated by the letters K, L, B, C, which represents the elevation of the round pipe. The line B C is the top of the pipe, the line K L is the base. The line K L extended shows the flange at the base of pipe. Draw the indefinite line Y-4, cutting centre of the line B C, and from the centre of the line B C space a distance to 4 and Y equal to one-half the diameter of the pipe.



Pattern for the Emerson Ventilator. Drawn by Joseph P. Coleman.

Through Y draw the indefinite line, and from point Y space on this line a distance equal to the diameter of the pipe giving points E and D. Draw a straight line from E to 4 passing through point B, and a straight line from D to 4 passing through point C. The distance from Y to 4 is equal to Y E or Y D, therefore the lines E B and C D, which indicate both the slant and the true length of the tapering flange, are drawn at half pitch or an angle of 45 degrees in elevation. The opening from line B C to the under side of the top flange is always one-half the diameter of the pipe when only one flange is used. Sometimes a double flange is used, as indicated by the straight line O P, then the opening is six-tenths the diameter of the pipe. For example, if the diameter of the pipe is ten inches, the opening would be five inches for a single flange and six inches when double flanges are used. The flat top of small ventilators were made of galvanized iron No. 22, firmly secured in place, being soldered to three-eighth iron rods, which passed through the centre of the tapering flange and were soldered

flange E D. The top of large ventilators was made of flooring covered with bright tin. Half-inch iron rods with threads were screwed to the under side of the flat top as shown in the drawing, passing through the tapering flange and circular flange. A nut was screwed on the bottom of rod. A short tube was fastened to the circular base E D and extended above the tapering flange as shown by small a-b. A washer is soldered on the rod, to rest on the top of the short tube as shown at a-b. A groove was cut on the under side of flooring a short distance from the edge, to form a drip as shown.

How to Lay Out the Patterns.

Set the dividers to the distance 4 E, and from S, fig. 3, as a centre point, describe an arc of a circle. Through point S draw an indefinite straight line; where the line crosses the arc of the circle mark point 7. Set the dividers to the distance between any two consecutive points in the large circle, fig. 1 plan, and from point 7, space six points on each side, measuring on the arc of the circle, numbering the points 6 5-4, 3-2-1 on each side as shown. Draw straight lines connecting the extreme points 1-1 with the centre point S. Set the dividers to the distance 4 B, Fig. 1, elevation and from S as a centre point describe an arc of a circle, cutting the straight lines previously drawn from points 1-1 to S. Also describe the smaller curve which is used as a flange to solder inside the top of the pipe. Describe the two flanges at base of pattern, which are used to connect the tapering flange to circular flange as shown. Allow a lap to rivet the tapering flange together. The oblong holes for the four rods are shown on drawing, fig. 3. In the elevation of fig. 1 you will see two short tubes near the base K L, which are provided to carry off condensation and any rain which might blow in the ventilator. The dotted lines show an inside gutter about an inch wide, which is soldered inside the ventilator. One-half the elbow pattern, fig. 2, is the pattern for the gutter. The circular flange E D has a small edge to connect with the round pipe and is soldered to it, also a small edge is turned down to the bevel of the tapering flange and connected with it.

To Obtain the Elbow Pattern.

Extend the line B C to F in the elevation of fig. 1, also extend line L C indefinite. Make F H perpendicular to F B and in length equal to K L. Make line C A in length equal to F H. Now join H A. Extend the straight line E-4 to A. The drawing as constructed shows F H B A as the horizintol pipe, and B K L A as the vertical pipe, joined so as to form a right angle or a square elbow. A B is the mitre line. In the horizontal pipe, H A F B, describe a circle as shown and divide into points 1-2-3-4-5-6-7. 5-4-3-2. Through the points of division draw parallel lines parallel to H A, intersecting the mitre line AB in points B 2-3, 4-5, 6A. From point B and perpendicular to line F B draw an outstretch line indefinite. On the outstretch line space off the points of division, 1-2-3, 4-5-6-7-6-5, 4-3-2-1, to correspond in length to the points on the circle shown in the horizontal pipe, H A F B. Through the points on the outstretch line draw lines perpendicular to the outstretch line forming a pattern sheet. Where the outstretch line intersects H A, mark point S. Now if you are not using a drawing board, you can lay out the points to form the pattern in this manner: Take a dividers. Set one point always on line B S. Extend the other point to point A. Space this distance from point 7 in pattern sheet, measuring from the outstretch line. Now take the distance of line 6 in elevation and space from lines 6-6 on each side of line 7, which is a centre line. Take the distance of line 5 and space on line 5-5 in pattern sheet. Measure the remaining distance 4-3-2 from line B S to mitre line and space those distances on the lines 4-3. 2 on each side of the pattern sheet. Lines traced through the points give the required form of the square elbow pattern as shown. In the original drawing from which this plate was made, the circle was laid out one and three-quarter inches in size, for the reason the circumference is already known without spacing the points of division on the circle. Any circle seven inches in diameter is twenty-two inches circumference; therefore a circle one and three-quarters inches diameter is exactly five and one-half inches circumference. In laying out an elbow pattern always have a point of division at each quadrant, as 3-4, and at the diameter, as 1-7, for the reason that the length of the line at point 4 is exactly one-half the length of the line spaced from point 7 in the pattern.

The Tee-joint Pattern.

The lines K S and L A extended form the outlines of a vertical pipe, the samll circle in plan is the base. The Tee-pipe is represented by H S F B. The intersection between the pipes is shown by points B 2, 3, 4, and the line 4 S, forming a right angle. In this problem there are four points of division of equal length from the measuring line B S. Points 3 3, 5 5, two on the upper surface of the pipe, and two on the lower surface, are of equal length from line B S to mitre lines. Therefore in the pattern sheet space the distance measured from 3 on the lines numbered 5 on each side of the pattern, and the distance measured from 2 on the lines numbered 6 on each side of the pattern. The elbow pattern is one-half the tee joint pattern; trace lines throught the points to obtain the complete tee joint pattern as shown.

Pattern For a Square Pyramid.

The plan of the pyramid (Fig. 4) is the square A B C D. Draw the diagonal lines A C and B D. The pyramid in the elevation is shown by M N V; the perpendicular height is R V. Set the dividers at point E in the plan and within the distance E B describe an arc to F on the line E F. Extend the line M N indefinite and from point F draw a line parallel to B C, meeting the indefinite line at point O. Join O V. Extend the line R V and make R P in length equal to M V. Join N P. Set the dividers at E in plan. With the distance E H describe an arc of a circle intersecting line E B at point G. Draw the dotted line A G. The lines A G, V O and N P are of equal length. Either line is the true length of the hip of the pyramid, therefore take the length of either in the dividers and from R as a centre point, fig. 5, describe a circle. Space the distance A B taken from the side of the square and divide the circle into five equal parts. Through the points draw lines to the centre R and also lines joining the points forming a pentagon. A pentagon has five triangles. Take one triangle away. The four remaining as A B C D E is the form of the required pattern.

HINTS FOR THE TINSHOP.

Bell-metal consists on an average of 78 per cent. copper and 22 per cent. tin.

A good cement for ordinary use can be made from shellac. Dissolve a quantity in alcohol, or in a solution of borax.

A solder for steel joints can be made as follows: Silver, nineteen parts; copper, one; brass, two. Melt under a coat of charcoal dust.

To prepare borax for brazing. roast the borax until all of the moisture is driven off; pulverize and mix with distilled water until it becomes a thin paste.

Muriate of zinc is made by feeding into muriatic acid small pieces of zinc until the mixture ceases to boil. Dilute with an equal portion of rain or distilled water.

A transparent cement for use on glass may be made as follows: Dissolve one part of India rubber in 64 of chloroform; then add gum mastic in powder 14 to 24 parts, and digest for two days with frequent shaking. Apply with a camel-hair brush.

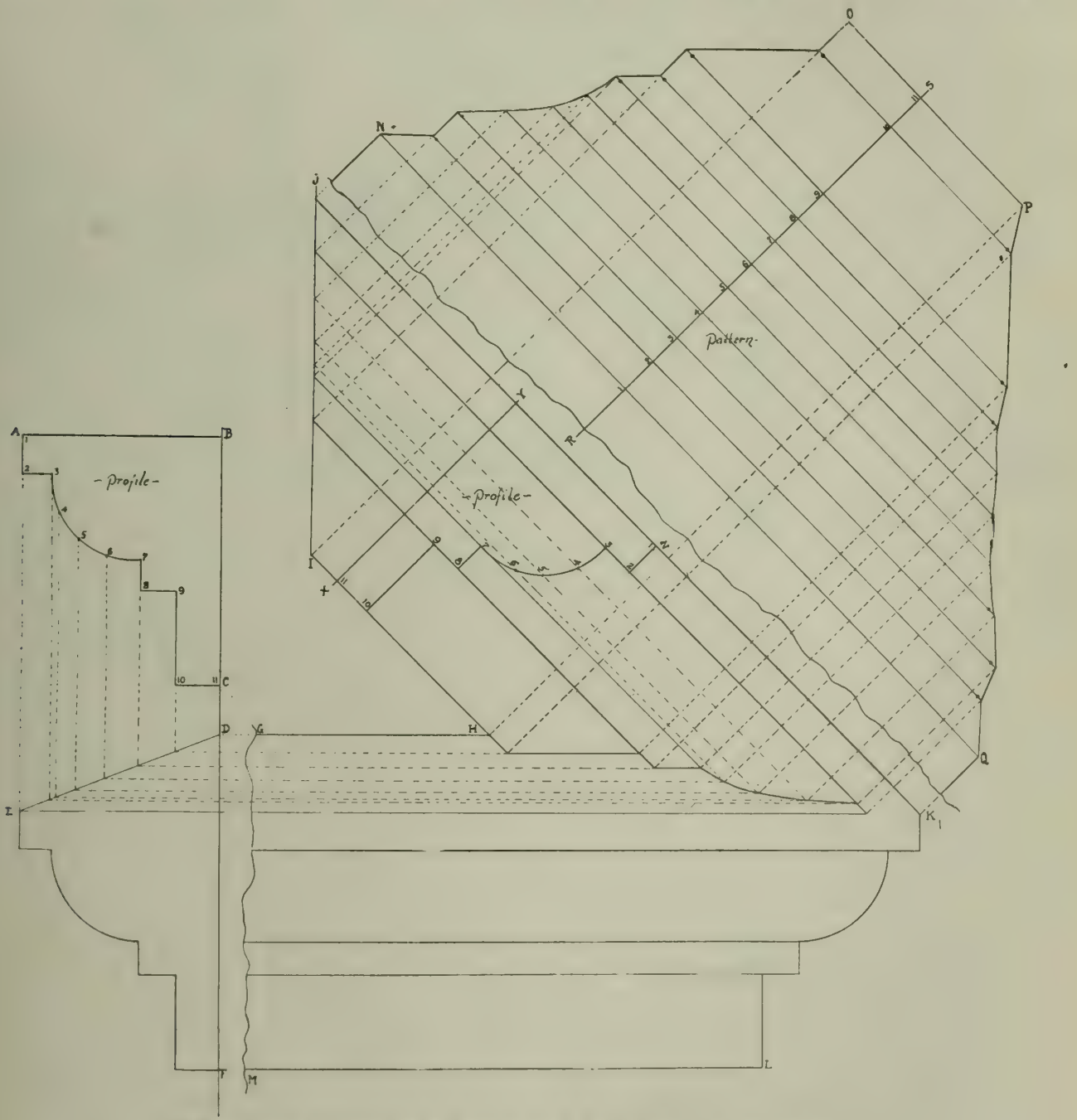
A recipe for tinning copper and brass is as follows: Boil three lbs. of cream of tartar, four lbs. granulated tin or tin shavings and two gallons of water. After boiling for a sufficient time place the articles to be tinned into the mixture and continue boiling until the tin is precipitated upon the object.

To make a good composition for welding cast steel follow this receipt. Borax, ten, and sal ammoniac, one part. Grind or pound them together; then fuse them in a metal pot over a clear fire. Continue the heat until all of the scum has disappeared from the surface. When the liquid appears clear, pour out to cool and become solid. Grind it to a small powder, and it is ready for use. In using this composition, heat the steel to be welded to a "bright yellow" heat. Then dip the steel into the composition and heat again as before. It is then ready for the hammer.

PATTERN FOR A GABLE CORNICE.

Let H-I-J-K show one side of the gable moulding and X-Y-Z its profile. G-K-L-M shows the horizontal moulding and G-H the top line of the roof. The profile of the moulding is shown by E-F and the sloped roof by D-E. Before pattern for gable can be described, it will be necessary to obtain an elevation of the intersection of the gable cornice with the sloped roof between H and K to be used as the mitre line.

Draw profile of gable cornice A-B-C directly over and in line with the profile of the horizontal moulding D-E-F as shown. Divide both profiles X-Z and A-C into the same number of parts. Then from the points in X-Z draw lines parallel with the rake, extending them indefinitely in the direction of H-K. From the points in A-C drop lines. Upon the roof line D-E and from the points of intersection in D-E carry lines horizontally across to the elevation, intersecting them with lines of corresponding number drawn from X-Z through these points of intersection, trace line which will be the correct elevation of the mitre from which to obtain the pattern. If pattern of gable at I-J is required, extend the line from points in X-Z to mitre line I-J. To obtain pattern of H-I-J-K lay out at right angle to J-K of the gable, stretch out X-Z as shown by R-S through the points in which draw the usual measuring lines. Place T-square at right angles to the gable line J-K and bringing it successfully against the several points in I-J and H-K cut corresponding measuring lines, as shown by dotted lines. Then the line N-Q of pattern is the same length as J-K of elevation and O-P of pattern the same length as H-I of elevation. Then the various lines in pattern are of the same length as lines of corresponding number in elevation. Through the points obtained in pattern trace lines as shown by N-O and P-Q. Then N-O-P-Q is the pattern for the part gable shown by H-I-J-K in the elevation.



Gable Cornice Mitering on a Sloped Roof. Drawn by J. A. Campbell.

SQUARE ELBOW PATTERN.

First draw oval end A in plan and centre lines B, C, D in elevation. Draw half circles E and F and space equally, and also oval end A, as shown. Draw lines from points in circles to mitre lines G and H, and also in middle section. Drop dotted lines from points

on mitre line H to cross lines drawn from circle F. Draw oval line I; then draw all lines in plan, connecting points and number as shown.

Draw half patterns J and K and construct triangles for centre piece. It will be necessary to study these triangles closely before going ahead and to be sure that you have the proper length on the proper base line. After you have the triangles finished, make full pattern L. Be sure and make the spaces between numbered lines the same as marked by small letters.

ing of folded seams in such articles as the bodies of cans, boxes, etc., made from metal. Done in a machine.

Killed Spirit—The common soldering flux made by dissolving zinc clippings in hydrochloric acid, i.e., chloride of zinc.

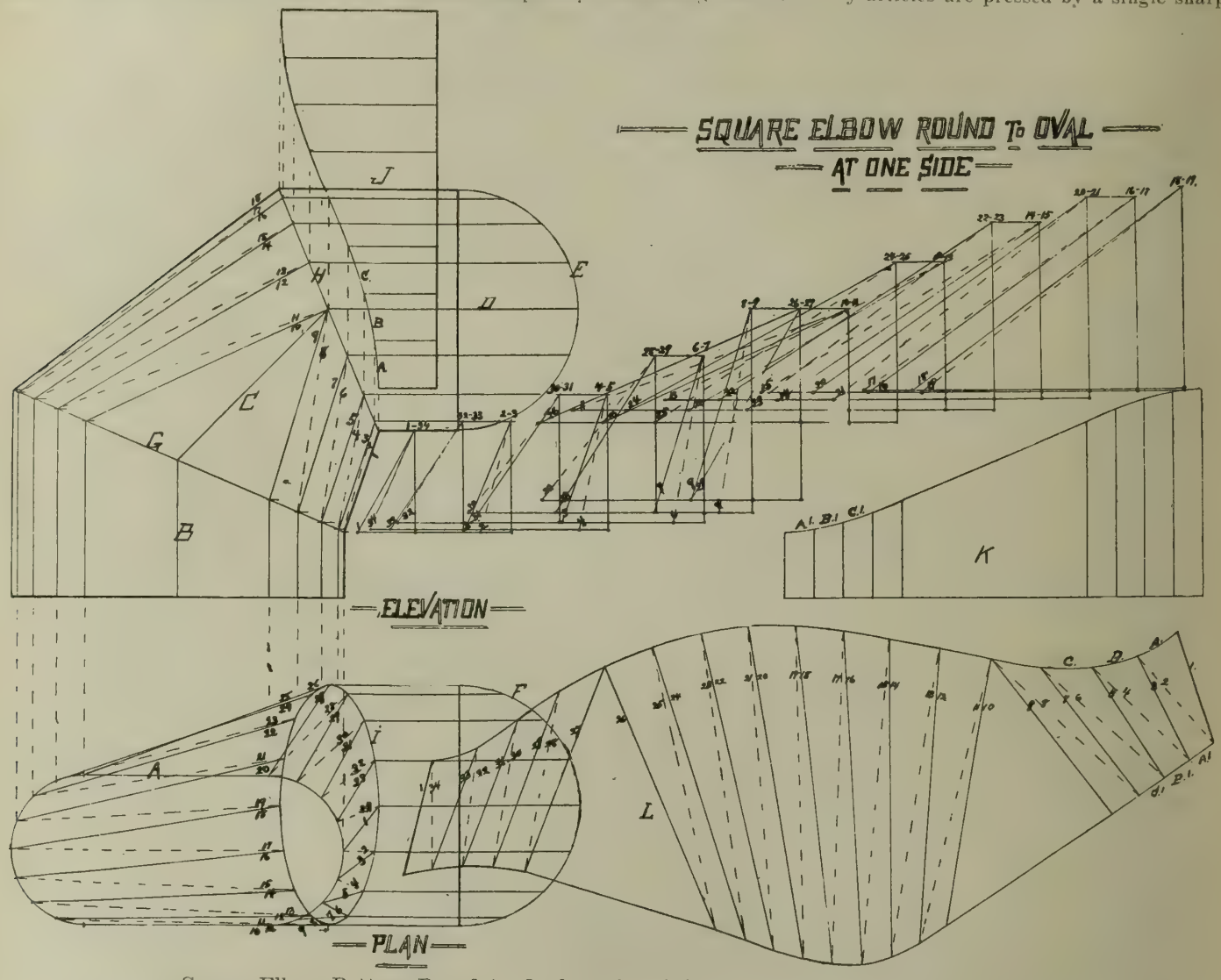
Planishing—Closing the surface grain of metal by hammering, and so hardening it. Chiefly applied to copper. The supporting surface is usually highly polished as also is the hammer face.

Raising—The process whereby a flat sheet is made to assume cuplike or other hollow shapes by hammering with the

pelled to bed itself as it is revolved, pressure being brought on the face by means of simple hand-tools known as burnishers which are held against a rest. This operation involves the stretching of the metal. Used chiefly with copper and brass which have to be annealed. Britannia metal and German silver, but some tin goods are spun.

Spirits of Salt—Hydrochloric acid or, as it is sometimes called, muriatic acid. Used for fluxing.

Stamping—A machine process whereby articles are pressed by a single sharp



Square Elbow Pattern Round to Oval at One Side, Drawn by G. L. Gray.

TINSHOP TERMS.

Beading—A process usually performed in a hand-machine whereby a corrugation is formed in a sheet with a view of stiffening it, or of relieving what might otherwise be considered a too plain surface.

Flattening—A hammering process intended to relieve any part of a sheet which, because it is in tension, causes more or less buckling of the whole.

Flux—A preparation which may be in powder, paste or liquid form for keeping clean the surfaces of metals during soldering.

Grooving—The closing tight or flatten-

pane of a suitable hammer on a hard wood block or metal anvil in which lumps have been formed.

Retinning—Uusually applied to all the processes of cleaning and re-coating copper vessels from which the tin is worn off by use.

Seaming—The joining before soldering of two or more edges by folding, lapping, or grooving.

Soldering—The process of uniting the surfaces of two metals by means of a film of molten metal or alloy.

Spinning—Circular raising is called spinning when done in a lathe, the metal-plate being held in a chuck with a hollowed back into which the metal is com-

blow or pressure exerted continuously and slowly from the sheet metal or blanks previously cut from the sheet.

Wiring—The stiffening of edges and rims by the insertion of a wire over which the sheet metal is closed. The machine, by means of which the work is done, is known as a burring-machine or jenny.

Tinning—The coating of a metal surface with pure tin in a molten state. The object desired is to obviate oxidation, and in the case of copper culinary vessels to render the interior suitable for the reception of food which has to be cooked.

Success Accompanies the Winnipeg Exhibition

Surpasses Everything Held In The Past In The Western Metropolis—British Columbia and Ontario Fruit Displays—Exhibits and Performances Superior To Those In Other Years.

Staff Correspondence.

Winnipeg, July 19.—Never before in the history of the City has the interest in the Winnipeg industrial exhibition been so keen as this year. The Fair opened on the morning of July 10 and from that day until the close on July 17, it continued to create unsurpassed interest and amusement. It was rather unfortunate that two days of the week were showery, which made it impossible to carry out the daily programmes, yet at the close it was found that in comparison to other years the number of visitors was far in excess, and finances were in a much better condition. This is a matter of great encouragement, since other years the matter of finances was one of considerable annoyance.

For some years past it was considered doubtful whether Winnipeg could compete with other cities in the West in holding exhibitions. The very thought of a weakness in this regard is certainly repulsive to the inhabitants of the Gateway City. It was this jealous feeling that stimulated the local management to do their utmost to put on a fair in 1909 that would far surpass any ever held in Western Canada, if not the Dominion of Canada. It is true that Brandon, Calgary and Edmonton have had more commendable fairs than Winnipeg in past years. And it is an extremely difficult thing to hold an entirely satisfactory fair in Winnipeg. The reason is that it is neither an exclusive agricultural or manufacturing centre. It is a metropolitan city sustaining within itself almost every industry known to Canada, and giving its support to all other industries and occupations which other towns and cities throughout the West claim in an exclusive sense. Of course the main industry of Western Canada is agriculture. Every fair must show dominant signs of this great feature of the West. It is absurd, however, that Winnipeg, which is at the present stage so intensely interested in every industrial pursuit and through which passes all classes and conditions of people, should limit itself to an exhibition of grain and live stock. The very nature of the city demands something more, and the endeavor of the exhibition promoters to take on a more comprehensive aspect in past years has subjected it to the much-heard-of criticism, and has imperiled its future.

Winnipeg has been ambitious for some time to become known as a manufacturing centre. Consequently the manufacturing exhibits have been a feature of interest to the management. Local manufacturers, however, have been so few in numbers and so weak that they have been able to give but little acceleration to the movement. And not until this year did the manufacturers' exhibits excite any great attention. This is an evidence of the development of manufacturing within the city. The management have occasion to be proud of this fact, and it will undoubtedly ensure the future welfare of the fair generally.

The attempt to make the exhibition as general as possible, and to make each feature appeal to as many as possible has been quite successful. Last year as well as in previous years there were performances and exhibits which were not commendable and this year has shown a gratifying improvement in this regard.

American sportsmen have taken an interest in the exhibition as was evidenced from the number of entries made for race horses from various states of the union. There were also many local track horses entered and each day race-horse excitement was in the air. Upon the event of a very exciting race between a group of United States trotters, a farmer who knew Winnipeg thirty years ago, was heard to remark, "there was nothing like that in the old days." Doubtless he was thinking of the fair in early times which consisted chiefly of Indian wigwams and ox carts.

Much credit is due to the various exhibitors in the manufacturers' buildings for the beautiful displays. No pains were spared to make the goods appear as attractive as possible. Crude articles were given the necessary setting in the booths in order that they might claim the attention of those who passed by.

The B. C. fruit men took advantage of the opportunity to represent their province which is so congenial to the production of a considerable variety of fruits.

Western Grown Grain.

As it was expected, the grain exhibit was quite extensive. A unique idea in grain display were the glass cases into which the grain was poured and examined through the glass. Not only was there the shelled grain but sheaves and bundles of grain on the straw decorated the walls in a handsome manner.

Fort William Exhibit.

As a manufacturing and shipping point, Fort William is perhaps unsurpassed in Canada, west of Montreal. The Board of Trade of that place, in representing the city in the exhibitors' gallery drew attention to the water front facilities by means of large views six feet long by two feet wide. In addition to the views handsome illustrated circulars were distrbuted among the passers-by.

Renfrew Refrigerator Co.

Refrigerators do not have a large sale in Winnipeg. It is claimed that the ice combine in this city holds the price of ice so high that many cannot afford to keep it. At present, it is understood that some wholesale houses handling these ice boxes, are negotiating with the ice company to reduce prices in order to better the refrigerator trade. The "Best" refrigerator manufactured by the Renfrew Company, is not well known on the market, but they were an interesting exhibit, twelve refrigerators of all sizes filling a convenient section.

McClary Mfg., Co.

This old London, Ontario, firm has been making itself known in Western Canada since 1869. This company have in recent years made special efforts to turn out stoves and ranges which would adequately meet the requirements of the western trade. For this effort they have been well repaid. The trade has increased substantially, and at present a large warehouse is under construction in Saskatoon.

A new impetus was given to the trade, when J. J. Foote came from the London office to manage the Winnipeg branch, at the beginning of the year. He is gradually strengthening the trade west of the great lakes, and is already known as a hustler. Last year the McClary wares were not exhibited, but this year a prominent space, 38 x 15 feet was filled with a hotel range, a furnace and several stoves and kitchen ranges. A unique idea to draw the attention of the visitors to the parts of a stove, was the placing of strings from the various parts to placards on the wall, where the name of the part was printed and explained.

Winnipeg Paint and Glass Co.

Perhaps there were no local manufacturers that so enthusiastically took advantage of the opportunities afforded for the display of their goods as the Winnipeg Paint & Glass Company. The large area that was at their disposal was decorated beautifully with paints art glass and roofing material; one feature of the display was the large glass show case, of their own design and manufacture. The case was made entirely of glass, neatly jointed at the corners and resting on a wooden frame base. The advance made by this company is due to the extensive building and repairing which is being done throughout the country, and in no small way to the fact that they believe in extensive advertising. Not only have they recently enlarged their plant in this city but a large warehouse has been opened in Calgary, for the extensive distribution of their goods in the far west.

Ashdown's Electric Fixtures.

There are few retail hardware merchants in Winnipeg, which make a specialty of electric fixtures. It is known to be a very profitable line of goods, and it is to be regretted that more hardwaremen do not handle them. That the Ashdown Company decided to let the public know that they handled a complete line

of electrical fixtures, was evident from their demonstration of the goods in the manufacturers building. A corner was designed as a living room, in which were hung in profusion, chandeliers, globes and shades of every imaginable design. It was the finest display of electrical fixtures on the grounds.

Munro Wire Works.

The Munro Steel and Wire Works, Winnipeg, displayed all kinds of ornamental iron work, wrought in most artistic designs, forged and hammered work, beautiful driveway gates and posts, varied designs of wrought iron fencing, window guards, wire signs, grills, wire cages, counter railings, bank fixtures, coal screens wire baskets, fire escapes, balcony railings, ornamental iron and wire fencing, institution beds, springs and a number of agricultural implements. This exhibition of wrought iron was all made in Winnipeg.

W. A. Russell Co.

This Portage la Prairie firm of manufacturers' agents was the only company in Western Canada outside of Winnipeg represented in the manufacturers' building. The goods were house furnishings and kitchen supplies chiefly. The design was not particularly attractive, but the large quantity of goods on display was a note-worthy feature.

Continental Oil Company.

This company, which began the manufacture of oils and greases in Winnipeg less than a year ago, are making rapid advancement in the manufacturing and distributing business. The branding of goods "made in Winnipeg," will undoubtedly greatly benefit the trade in the west.

How Stove Peddlers Rope in the Farmers

Some of Their Tricky Methods Exposed—Hardwaremen Should Ask Their Local Editor to Warn His Readers Against Buying From Strangers—Peddlers and Department Stores Sell the Same Goods—Both Draw Money From Communities Without Paying Their Share of Taxation.

Generally speaking, the stove peddlers are as active as ever, as while the wrought iron steel range peddlers are not selling as many stoves as usual, what they have lost, the cast iron peddlers are making up. The writer has heard several amusing tales of how farmers have been fooled by stove peddlers throughout Ontario, but will only attempt to state a few instances.

A steel range peddler lately drove into a farmer's lane and stated his wish to board his horses and men there for a few days at $2 a day, and the farmer accordingly took him in. Each evening the peddlers tried to persuade the farmer to take one of their malleable steel ranges. On the evening of the third day the peddler got after the farmer hard to take the steel range at once. He argued that they were going to stop two weeks with him anyway, and perhaps three if the took the range, and for each day they stayed there would be so much off his bill for the range, which was to cost $69. The farmer might as well put in the steel range at once and run it while they were there. They could thus help him to run the range in case he had any trouble with it for the first week or two. The farmer finally consented to have the range put in his kitchen, which was done promptly, and signed the note for the stove. The next morning the farmer went to his work as usual without noticing that the peddlers had taken all their baggage with them. The peddlers, needless to say, never returned to finish out the three weeks, but three days later a bill came in for the stove and the company demanded the money for the range at once, minus the three days' board for their men.

Pulls Wool Over Farmers' Eyes.

Another over-persuaded farmer signed an agreement for a malleable steel range from some peddler, and was told that he had 12 months in which to pay the $69. Four days later the company demanded the money, the farmer finding that he had signed his name to the agreement to pay the whole sum whenever the company demanded. The agreement was so long that the farmer had not taken time to read it through, but took their word for it. The agreement was nothing less than a note for the $69 to be paid at once.

One stove peddler is known to work the sympathy game in every case where a long-winded talk will not work. He gets into the parlor or kitchen where the womenfolk are and with tears in his eyes tells them that he has not sold a range all week, that he will be dismissed from his position and that he has a wife and children dependent on his sales, then burying his head in his arms on the table, he will cry and sob, and thus move the women's hearts to pity. They, in turn, persuade their husbands and brothers to buy the stove because the poor man is in trouble. Then the range is bought with the usual deceiving long note. This man has been known to go to the very next farm and tell the same story and work the same trick.

Peddler and Catalogue House.

When the arrest and fining of the cast range peddlers took place in the vicinity of Dundalk last month, and a certain departmental store was selling stoves through the mail made by the same company for which the stove peddlers were working.

The cast range peddler runs down the steel range and argues that their range is not sold by hardwaremen and that their foundry will not sell to the hardware stores at all. The hardwareman in business knows only too well that these stoves can at any time be bought by them from the same makers. In the next town one will find the departmental store selling stoves (made by the same firm) by catalogue at a very low price. The buyers do not realize that a cheap stove can never last the length of time that a high grade range would at a good price. The people also seem to forget that the consumption of coal is greater in a cheap range because it is bound to be very unscientifically constructed.

A farmer who was approached in every conceivable manner by the peddlers, said to the man in charge, "Look here, young man, do you see those spires over yonder?" "Yes," said the peddler. "Well, that means a town, and we have to buy our goods there. It is for our benefit, and if we do not take advantage of it, it will gradually decline and we will then have no place to go for supplies, such as groceries and provisions, boots, shoes, nails, wire, hardware, etc. Now, go; and never come back."

Meet the Devil With Fire.

The retail hardwaremen in some districts are clearly alive to the situation and some good live men among them are working against the peddlers tooth and nail by playing them at their own game. They put a stove in their wagon, and, knowing the farmer personally, they find little or no trouble, in making sales. They deal honestly with the farmers in securing payment for the range and win the farmer's confidence.

Some hardwaremen take out photographs or catalogues of stoves and ranges with them, and take orders while they are putting up eave-troughing, plumbing, etc., and thus steal a march on the stove peddlers.

The advisability of more "quality" talk and less talk on price to the retail hardwaremen is suggested. Talk quality and not price on stoves. Show your customer that you are thoroughly acquainted with your stove. Do not let a man go out of your store grumbling about the price. Find out what style he wants, then, when you have him hungry for that particular stove, he will pay a fair price. This system is being used by good retail salesmen every day, as the best salesmen who sell the most stoves do not talk prices.

UNIFORM NUMBERS FOR REPAIRS.

Complaints are frequently heard about the trouble caused in securing parts of stoves and ranges wanted for repairs. Each manufacturer has his own system of numbering parts and retail dealers are often in a quandary as to the proper

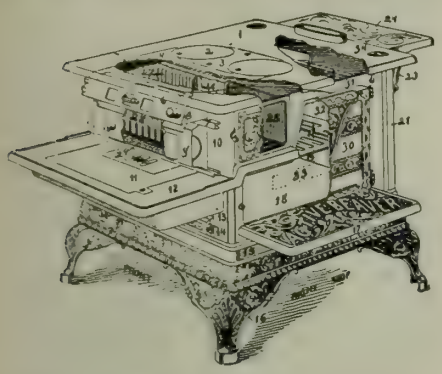


Fig. 1.—Repair Parts of Cook Stove.

term to apply to a particular casting wanted.

Repairs are handled more intelligently by United States stove manufacturers as the accompanying illustrations reproduced from the National Retail Hardware Bulletin will show. Each casting in a stove or range has a number and name and the ordering of repairs is greatly simplified.

When ordering repairs for cook stoves under this system the dealer is reminded that he is in front of a flat top cook when facing the ash pit. Therefore he should always stand in front of the stove, give the full and correct number and name of the stove, and order the piece by the name in the following list: 1 top, 2 cover, 3 short centre, 4 long centre, 5 feet door frame, 6 feed or broiler door, 7 fire door strip, 8 front fire door, 9 wood door, 10 upper front, 11 hearth plate, 12 deep hearth or ash pit, 13 lower front, 14 flue stopper, 15 bottom, 16 foot, 17 oven shelf, 18 bottom oven plate, 19 back oven plate, 20 top oven plate, 21 R. H. jam, 22 oven slide, 23 warming

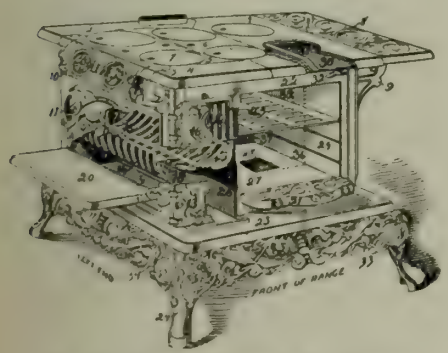


Fig. 2.—Repair Parts of a Range.

shelf bracket, 24 warming shelf, 25 front oven plate, 26 fire plate, 27 fire brick or iron lining, 28 front grate, 29 bottom grate, 30 R. H. oven door, 31 oven damper, 32 upright flue strip 33 bottom flue strip, 34 clean-out covers.

When ordering repairs for a range he is in front when facing the oven. Always stand in front therefore, give the full and correct number and name of the range, and order the piece by the name on the list. In ordering also state whether for right-hand or left-hand oven.

The range list follows: 1 right-hand top, 2 back top, 3 feeder door frame, 4 front top, 5 long centre, 6 short centre, 7 cover, 8 warming shelf, 9 warming shelf bracket, 10 feeder door, 11 end draft door, 12 front grate, 13 ash-pit door, 14 front sec. duplex grate, 15 back sec. duplex grate, 16 wood door, 17 brick rest, 18 duplex grate rest, 19 left-hand end, 20 end hearth plate, 21 oven shelf, 22 oven front, 23 bottom, 24 foot, 25 oven slide, 26 front oven plate, 27 bottom oven plate, 28 cover in bottom oven plate, 29 back oven plate, 30 top oven plate, 31 oven damper, 32 oven damper rod, 33 front skirt, 34 end skirt, 35 upright flue strip, 36 bottom flue strip, 37 back.

What do the members of the Canadian Stove Manufacturers Association think of the proposal to adopt this system in Canada?

WRINKLES IN FURNACE HEATING

At a recent meeting of the American Society of Heating and Ventilating Engineers some interesting suggestions were presented from the experience of some

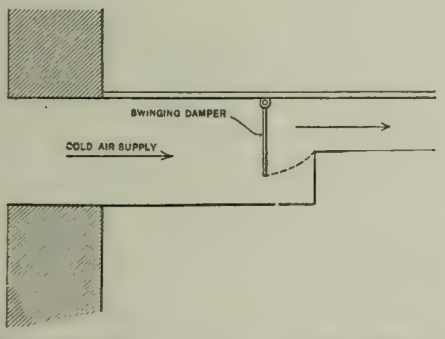


Fig. 1.—Windguard for Air Supply Ducts.

of the members in discussing furnace heating. Burt C. Davis, Kansas City, Mo., presented on the blackboard a drawing, reproduced in Fig. 1, showing how a swinging damper could be used to prevent the admission of too much air when there was a strong wind from the outside of the house blowing into the air supply duct to a hot air furnace. The damper was hinged at the top to swing loosely in an enlarged entrance to the air supply duct, so that when there was an excessive wind pressure in it the damper would be blown up against the opening of the duct leading to the furnace, so as to close it off and prevent an excessive inflow of cold air. He explained that while the drawing shows but one method of applying this damper it can be arranged to serve under a variety of conditions according to the ingenuity of the furnaceman.

In discussing the relative advantages of round risers and shallow wall stacks in furnace heating, William C. Vrooman, Schenectady, N.Y., presented drawings showing a plan and elevation of a riser and its register connections. A 4x12 riser or wall stack was brought up from the cellar to supply two bedrooms on the second floor, and as it was necessary to have the registers a short distance out from the wall to avoid closets a 4x12 offset was provided, as shown

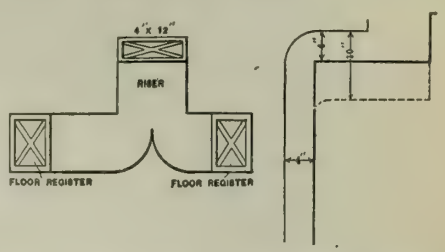


Fig. 2.—Relieving an Imperfect Service.

by the solid lines in Fig. 2. The abrupt turn interfered with the flow of air to the registers. The relative location of the riser and the registers is shown in the plan given in Fig. 2. In order to make this system give better satisfaction Mr. Vrooman deepened the register box and the branch to it, as shown by the dotted line, and placed in the register connections shown curved sheets of tin to divide the flow of air from the risers so that each register would get its proportion.

THE BEGINNING OF IRON.

It is commonly believed that the use of iron commenced in either Africa or Asia, but Ridgeway, in his recently published work, "The Beginning of Iron," states that the latest investigations prove that iron was not worked in Egypt until the ninth century before the Christian era or in Libya until 450 B.C., that the Semites adopted its use still later, and that it has been known in Uganda only within the last five or six centuries. In China iron is first mentioned in 400 B.C. Bronze weapons were employed in China until 100 A. D., and in Japan until 700 A.D. According to Ridgeway, the metallurgy of iron must have originated in central Europe, especially in Noricum, which approximately represented modern Austria and Bavaria. Only at Hallsatt and in Bosnia and Transylvania, from which countries the Achaians and Dorians are supposed to have migrated to Greece, are found evidences of a gradual introduction of iron, at first as an ornament applied to the bronze which it ultimately displaced. Everywhere else, iron was introduced suddenly—a fact, which implies a foreign origin. Of course, Ridgeway does not assert that iron was unknown outside of central Europe. On the contrary, he states that meteoric iron was known in Egypt in remote antiquity, but that it was worked as flints were worked, by cutting or chipping, and was not smelted. In other words, it was the metallurgy, not the knowledge, of iron that originated in central Europe.

Trade Gossip from Canada's Eastern Provinces

Condition of the Stove and Heating Trade in the Maritime Provinces—Maritime Hardware Jobbers Meet at Digby—New Glasgow's Many Metal Manufacturing Industries.

HALIFAX.

July 17.—With a good demand for builders' supplies and a fair trade passing in other lines, jobbers consider business conditions very good for the season of the year. Metals are strong and prices have an upward tendency. The plumbers report trade brisk and the prospect for a busy season are excellent.

Stove dealers also report trade good. The demand is principally for ranges which are coming more into favor every year. The instalation of hot water heating apparatus in nearly all the modern houses built in this city now has also helped trade very materially.

The Town of New Glasgow is one of the most thriving and prosperous in Nova Scotia and all the industries are booming at the present time. This town possesses many of the important industries of the eastern section of Canada, among which are the Nova Scotia Steel & Coal Co., the McNeil Bridge Building Works, Fraser Bros.' Motor & Machine Works, the Sutherland Rifle Sight Co., Munro Bros.' Wire Works, the Harris Drop Forge Co., the Standard Drain Pipe Co., Brown Bros.' Machine Works, and the D. V. Matheson & Co., builders of boilers and steel vessels. The largest of the industries is the Nova Scotia Steel & Coal Co., which gives employment to hundreds of men, and the furnaces can turn out blocks of steel weighing five thousand pounds. The cogging mill, in which the ingots are rolled, frequently turns out in 24 hours 400 tons of billets. These mills produce the finished sizes and weights, tank plates and bolster plates for cars, spring steel, small rails up to 40 pounds per yard, and merchant bars of all kinds. The fish-plates, bolts and spikes used on the Transcontinental Railway are supplied by this company.

The W. P. McNeil Company make a specialty of structural steel and bridge building. The main structural shop is 250x90 feet, and in addition there are several other large buildings connected with the plant. The Fraser Machine & Motor Company has been making gasolene engines for seven years, being the first firm to make this kind of an engine east of Montreal. D. V. Matheson & Co., manufacturers of Scotch marine boilers, employs nearly two hundred men, and pay annually in wages over one hundred thousand dollars. One of the newest industries of New Glasgow is that of the Standard Pipe & Drain Co. It is a branch of the parent company of the same name at St. John's, Quebec. The plant was destroyed by fire in 1907, but has since been rebuilt on modern lines. They turn out drain pipe, flue linings, chimney tops, culvert pipe and hollow building blocks.

Another of the newer industries of the town is the Sutherland Rifle Sight Co., which established its plant within the past two years. The various buildings of the plant where the sights are made have a floor space of 7,200 feet. These sights are now used by the Canadian rifle team at Bisley. The firm has its own lighting plant and fire protection of its own. They also manufacture screws of all sizes, and punches, drills and tools of various kinds.

J. H.

ST. JOHN.

July 22.—While the winter of 1908-09 was hardly a success from a stove dealer's or manufacturer's standpoint owing to the mild weather, and the financial stringency, yet on the whole, little complaint is heard. It was anticipated that the season would not be a very busy one, and as a rule no large stocks were carried. The destruction of the Enterprise Foundry, at Sackville, handicapped Emerson & Fisher, to a large extent, but not as much as it would have done under ordinary conditions. The McLean & Holt Co. regulated their supply by the demand, and therefore did not have a big stock to carry over. Sales during the spring, around moving time, were about as usual, and there is not much to complain of generally.

The manufacturers say they anticipate a normal demand. The saving in the cost of pig iron will not have any material effect on prices, as it will be balanced by the increase in steel, and the cost of labor. With the Enterprise Foundry again in operation, the supply will be better than last winter. Retailers look hopefully for a good demand during the coming winter, to offset last season's depression, many people who put off last year probably being compelled to buy for the coming cold weather.

There has been quite an increase in the number of hot air furnaces installed in city houses this year, but in the country districts there has been little advance in this respect as the cost of installing a furnace in country homes is much greater than in the city. The majority of the country houses burn hardwood, and for this purpose use largely sheet iron heaters.

The department store and the peddlers still cut into the dealers in this district to some extent, their successes being confined largely to the country districts, where in the case of the peddlers, a personal call and talk to the people often effects a sale, even though at a price beyond what they would pay a local dealer. As a rule the purchases made from the peddlers or the department stores are not very satisfactory, as the buyers get inferior stoves and realize their mistakes too late.

Emerson & Fisher are now pushing the sale of their Enterprise Improved Blazer furnace with its patent firepot, and are meeting with a good measure of success.

The council of the St. John Board of Trade, has confirmed the appointment of W. F. Hatheway, M.P.P., and James Pender as delegates from the local Board to the seventh congress of Chambers of Commerce of the Empire, to be held in Sydney, Australia, commencing Sept. 14.

Quite a number of St. John hardwaremen visited, Digby, N.S., last week, to attend the annual meeting of the Maritime Hardware Association. Among the number were: W. S. Fisher, Emerson & Fisher; Thomas McAvity, T. McAvity & Sons; Geo. Weldon, S. Hayward Co.; T. Carleton Lee, W. H. Thorne & Co.; James Pender, James Pender Co.; D. George Clark, manager of the McClary Co.'s branch, and H. J. O'Neil of the James Robertson Co.

A. & W. D. Wheaton have been awarded the contract by the Drummonds for the twelve mile section between Bathurst and their mines in Gloucester county. The Wheaton's have sub-let five miles of the work to the contracting firm of Mitchell & Sutherland. Work will be commenced at once, and it is expected will be well advanced this fall.

James Reid, of Sydney, C.B., has been awarded the contract for building the addition to the Mount Alliston Ladies' College, at Sackville, and commenced work this week. The new building will be of stone, and will cost about $40,000.

The deal has practically been closed whereby the Rhodes-Curry Co., plant at Amherst, becomes the property of C. Meredith & Co., the Royal Securities Corporation, of Montreal; J. M. Robinson & Sons, and W. B. Tennant, of this city. The Rhodes-Curry Company was organized 35 years ago. At that time it was simply a wood-working company. Later, the Harris car works of St. John were amalgamated by purchase. From the commencement of its activities, the company has been eminently successful, its profits having grown year by year until at the present time it is the finest car works in Canada. It is said that the transfer is but a step in a contemplated merger of all the car building interests in Canada. Should such an amalgamation take place, the concerns affected would be the Canada Car Co. Ltd., the Dominion Car and Foundry Co., Ltd., the Montreal Steel Co., Ltd. All these are located in Montreal, the Rhodes-Curry Co. being the only one outside.

"Fireless Cookers" have made their apeparance in one of the hardware stores here but as yet the people do not seem to be familiar enough with their usefulness to cause any great demand for them.

Business generally is reported very good and collections fair.

W. E. H.

SHERBROOKE, QUE.

July 21.—A new hardware store has been opened in this city, and promises to do a very good trade, the proprietor, Jules C. Paquette, having had two years' actual experience with the large wholesale and retail firm of Codure, Sons & Co., of this city. The store is thoroughly up-to-date in appearance, a full line of hardware being handled. Mr. Paquette is also local agent for the stoves and ranges manufactured by Findley Bros. Co., Carleton Place. Mr. Paquette is a young man and has lived in this city practically all his life, and has always taken an active interest in sports, being one of the founders of the new St. Francis Snowshoe Club, formed last winter. S. H.

Interesting Trade Items Gathered in Ontario

Stove Peddlers Charged a Big License Fee at Galt—Brantford Firm Reports Good Results From Canvassing Farmers for Stoves and Furnaces—Bad Failure at St. Thomas—Chatham Hardwareman Points Out Where the Stove Peddlers Have an Advantage—American Stoves Finding Their Way Into The Twin Cities at the Head of Lake Superior.

PETERBORO.

July 21.—Frank McPherson, one of the members of the firm of F. R. J. McPherson & Co., states that the past year has not been quite up to the usual mark in the stove line. The general business depression is assigned as the reason. There were many stoves sold, however, and the majority were of the best class. The old wood stove has practically disappeared, and the coal range has superseded it. The greater number of the better class houses are all being provided with furnaces, or at least the shaft pipes are installed in order that at a future date the furnace itself may be put in position. Mr. McPherson finds that hot water is being largely installed, although it is not the general favorite. The cheapness of a hot air equipment is one of its greatest arguments. There is a growing tendency, particularly among the wealthier class of farmers, to have a modern heating system in their dwellings, and the hot air method is usually chosen by the country people. The opposition the local stores meet does not include peddling or canvassing.

Ray Best, of the Best Hardware Co., stated that their firm met with scarcely any instances of outside oposition. The local dealers had practically the district to themselves. "We have not one of the old style stoves in our stock. The range has come to stay, and even in the case of persons, who are not burning coal, they buy a range, because they feel that it is only a short time until they are using that form of fuel, and they appreciate the modern improvements of the range and its particular qualities which make it the stove for household work the entire year round." Mr. Best also stated that a large number of furnaces had been supplied to houses during the last year. "It is not a fad," he remarked, "the people are merely beginning to appreciate the comfort and cheerfulness, which a good furnace adds to the home. Hot water heating is a much dearer system than the hot air, and I believe that we have disposed of 95 hot air to 5 hot water furnaces, out of every hundred we have sold." The Best Co. has found the past year well up to the average and considering the fact that the times were not what they could have been, the conditions were looked upon as very favorable. The firms above referred to have their own plumbers, and have handled many large contracts in the plumbing line.

A particular line of goods, which are considered seasonable at this time, are preserving kettles, spoons, etc. Practically all the hardware men are paying special attention to this line.

The ground has been broken for the new Carnegie Library, to cost about $30,000. An isolation hospital is the next civic structure to be commenced.

The convention of International Painters will open here on Tuesday, July 27, and will be continued until the 29th.

A. T.

GALT.

July 22.—The stove situation in Galt as far as can be ascertained from local dealers, with one or two exceptions, is entirely satisfactory.

Stoves are cheaper in Galt than in other towns, owing to the Down Draft Co. being located here, and the Clare factory at Preston. This probably accounts for the fact that very few stoves are ordered by mail or secured through peddlers.

The Retail Merchants' Association have been successful in having passed a stringent by-law concerning hawkers and peddlers, and any of these gentry are, immediately on their appearance, called upon to pay a large license fee. In the majority of cases, in fact, without exception, they refuse to pay, and consequently must leave town.

The biggest demand at present is for gas stoves, owing to the cheap rate at which natural gas may be obtained. All the local dealers are well stocked with this article, ordered through representatives of the various houses.

"We have very little trouble with our stove trade," said W. J. McMurtry. "I think I am safe in saying that we can secure for our customers almost any make of stove they desire, and when they realize this fact they do not bother with the alluring adverisements of the large departmental or other stores. We aim to keep in stock the very latest models, and on the whole I don't think you will find any of our hardware dealers with any complaints."

Interviews with all the other local hardware merchants bore out Mr. McMurtry's assertions. B. E. C.

BRANTFORD.

July 20.—Most gratifying reports were given your correspondent regarding the business in stoves, done in the past and the prospects for the present season. The junior partner of Turnbull & Cutcliffe said: "Most gratifying indeed. Notwithstanding the rather mild state of the winter weather, last winter's trade was well up to the standard. The spring trade was much above expectations, while we have done an unprecedented amount of business in gas stoves for the summer trade, local housekeepers being educated to the advantages offered by a gas stove which heats up quickly, but which can be turned off when through with, thus to a large extent obviating the heat under which the housekeeper usually labors.

"We are not troubled by stove peddlers or in fact peddlers of any kind, touching the hardware trade. Three or four years ago stove peddlers traveresed the country and sold a number of wrought iron ranges at a high price. Since then we have had many requests to take these as part payment, though we refuse in each case. The farmers learned a wise lesson by the most bitter teacher, experience, and now rely upon their dealers, who have a reputation to maintain.

"We find, however, that the farmers are wide awake to the advantages of a furnace, and we have a large number of orders on hand for hot air furnaces to be installed this fall. We have two men continually at this part of the work. Furnaces with a large feed door for the burning of big, knotty chunks are in demand.

"The local trade suffers little, if any, from the ravages of the departmental stores, though the dry goods merchants cannot report the same. We carry a list of the farmers of this neighborhood, and to each is sent some descriptive literature of seasonable goods, and the system as tried so far with us, shows good results. Then, too, two or three of our eleven windows are always showing some stoves, or other such lines."

W. H. Turnbull, of W. H. Turnbull & Son, Colbourne Street, fully concurred with the above, particularly so with regard to the heating of farmers' residences by hot air, they installing no other kind, owing to the poularity of the

hot air system. A thorough house-to-house canvass is made by his firm's salesmen, of the farmers within a considerable radius, the stores at Brantford and Scotland being the centres of supply. He stated that this was found to work splendidly, the results being very good, "And while you are talking about the farmers you might mention that this season we are rushed filling orders for metal siding, roofing and eavestroughing, as well as similar lines. Asphalt and prepared roofing are not such favorites as the metal ones. We have had a big trade in these lines this season."

Other dealers interviewed, also expressed great satisfaction at the state of the heating trade at present, several commenting also upon the amount of wire fencing done this season. "The peddlers are now fighting shy of this neighborhood, having 'stung' the farmers so often," remarked one member of a Colborne Street firm, "while departmental competition is not felt in the slightest here in the hardware line, prices being down to bed-rock for the most part."

Turnbull & Cutcliffe have been showing a very neatly trimmed window of oilstones, emery stones, and other sharpening needs.

On Monday last Hugh Brown, who for some time has been engaged as clerk in the hardware store of Donald Sinclair, Paris, left for Vernon, B.C., to assume the management of the hardware store of W. R. Megaw there.

The newly organized Brantford Steel Range Co., has commenced operations in the premises at the rear of W. Herod's machine shops, Dalhousie Street.

W. R. Turnbull, senior partner, of Turnbull & Cutcliffe, won honor and renown at the Ontario Bowling Association's tourney at Niagara, when he skipped a rink which swept right up to the gates of victory, only to find them barred by Euler of Berlin, who proved victorious in the finals. The game was hard fought.

Vanderburg & Cutler, Welland, secured the contract for the erection of a new four-roomed school at Welland, at $14,005, without the heating, which will bring it up to $18,000.

A new vaudeville theatre to seat 600 people will be erected on Colborne Street.

The directors of the Canadian Stove Manufacturers' Association, held a meeting at the Kerby House on Friday last, with about 20 in attendance.

T. G. Cowan, plumber, Colborne Street, is announcing a special "leader" in gas mantles, for which there is a good demand.

E. G. Hilgartner, plumber, 61 Colborne street, announces a "retiring from business" sale. He is disposing of all stock before August 1, owing to inability to secure an extension of the lease on his present quarters.

LONDON.

July 20.—Seasonable quiet prevails in the retail stove trade. Dealers have quite a few base burners and ranges held over from last season, but look for a busy time the coming fall. Little complaint is heard hereabout of stove peddlers, although they are not unknown. As a rule people prefer to deal with reputable merchants, rather than with persons, who perhaps are never seen after making a sale and the consequence is that peddling is not a very profitable business in the London district. Nor does the advertising of cheap lines of stoves by department houses appear to affect the regular trade.

Gas for cooking purposes is rapidly growing in favor in London and every season sees heavy sales of gas ranges. The convenience and cleanliness of gas as a summer fuel outweighs any difference there may be in the cost, as compared with light wood. Indeed there are those who claim gas is the cheaper fuel.

The annual picnic at Port Stanley on Saturday, of the employes of the McClary Manufacturing Company, was one of the biggest affairs of the kind held this year. F. J. Y.

ST. THOMAS.

July 24.—Rain! rain! rain! is the cry of farmer and fruit grower around this section. A month ago it was for dry weather. However, it is pretty certain now that there will be an average crop both of grain and fruits. The local trade is feeling the benefit from the demand for Paris green, hay forks, rope, etc.

The city water supply being affected by a growth of algae, which gives off a bad odor, is causing a big demand for pumps.

A meeting of the creditors of S. A. Crawford, who made an assignment last week, was held Monday, July 19. A large number of creditors attended from outside points the liabilities, being chiefly in London, Toronto, Montreal, Buffalo and New York. The appointment of J. B. Crawford, of Dutton, was confirmed. The statement shows that the assets will amount to $18,000, and the liabilities about $30,000. The meeting decided to wind up the estate. The stock will be offered for sale by public auction at the office of Leitch & Green, St. Thomas, on July 29.

The Gem Company, that were working the city for a bonus, have decided to locate in Woodstock. They intend to manufacture gems and hardware specialties. F. M. Tobin is slated for president and general manager of the company, which will be capitalized at $150,000.

Application is made for a charter by the Stacey Cutlery Co., to be located here; capital, $10,000. The directors are Geo. Stacey (late of Lewis Bros.), J. R. Green, W. F. Green and A. E. Thomas. They will act as agents for English and European companies in cutlery, brass goods and other lines.

A company under the title of "The St. Thomas Garage Co.," is building an auto garage in rear of the Grand Central hotel building. It is to cost $10,000.

The charter for the St. Thomas Match Co. has been granted. The incorporators are A. E. Thomas, M. K. Thomas, J. R. Green, S. D. Thomas and H. A. Thomas, all of St. Thomas. The company will manufacture matches, brooms, wooden ware, etc.

Jay Marshall, of McMurtry's, Galt, has been transferred to their branch in this city.

G. A. McMurtry expects to move to his new store about Aug. 1.

G. A. Davey, of Ingram & Davey, has been confined to his home for a few days.

Arthur Hoar, with W. J. McMurtry, has resigned and accepted a position with G. A. McMurtry & Co. G. F. J.

CHATHAM.

July 17.—"A good, average stove trade" is the report of practically every retailer in this section regarding the stove business during the past winter and spring. This despite a mild winter.

Business in this district is subject to rather exceptional conditions, the chief of which is the general use of natural gas as a fuel. In Chatham, Wallaceburg, Blenheim, Merlin and Tilbury, among other places, natural gas is much in use for this purpose. In the Tilbury field itself, the farmers get their supply either direct from the wells or else from the pipe lines. This means that a very large percentage of the stove business in this district consists of natural gas stoves, and natural gas ranges. In these lines, business has been steady. A deterrent influence at an earlier stage was the fact that practically any old stove could be fitted up to burn natural gas. General doubts have been entertained in many quarters as to the permanency of the gas supply; hence, where an old stove could be fitted up with burners, this was done in preference to purchasing a new stove. This was good for the gasfitter, but the trade in new stoves suffered correspondingly. The gas is hard on stoves. The sulphuric acid contained in the Kent gas seems to eat away the iron. It is particularly hard upon the pipes, with the result that many lengths of pipe, which, with coal or wood, would have lasted for years, now have to be renewed practically every season. With the growth of confidence in the permanency of the gas supply, and the conviction that a natural gas stove uses less fuel than an artificial gas stove or a converted coal or wood stove, natural gas stoves are selling more freely of late.

Since the advent of natural gas, furnace heating seems to have gone out of favor where gas is used. The feeling is general that with a furnace natural gas is an expensive fuel, and that a small gas stove costing $3 or $4 will heat several rooms as efficiently as will an ex-

pensive furnace. In this respect, natural gas has been a detriment to the furnace business to a certain extent. While this holds good in the city, in the country furnaces are coming more and more into vogue. There is scarcely a new house of any pretensions built in the country which is not provided with a furnace or hot water heating system nowadays.

The most dangerous competitors seem to be the stove peddlers. A year ago this section was canvassed by steel range salesmen, representing a St. Louis concern. They sold for $72 a range similar in appearance to one which a Chatham dealer offers for $65. The $72 range was not so heavy, nor so well equipped. Quite a few sales were made through the country.

Here is emphasized the place where the peddling salesman has the advantage of the retail stove dealer. The peddler is the man on the spot. What is more, he has his range or stove on the spot. He dumps it off at the farm house, leaves it on trial if necessary, and hangs on tenaciously till he makes his sale. The peddler's trick in flinging his range off the rig at the farmer's door is what catches the farmer in most cases. The fact that the range, flung off with every appearance of going to smash, comes through the ordeal without a scratch or a crack, counts in its favor. It is useless to explain to him that all this is a matter of deft handling. He credits it to superior materials and workmanship, never dreaming that it is a bit of slight of hand, in which the salesman is carefully trained. Nor does he stop to ask how many times in the lifetime of that range he will put it to the same or any similar test. This was commented upon by a stove dealer, who made a significant point: "And when that peddler is talking 'range,' he has the field entirely to his range and himself. Bring a man into my store and try to talk stove to him—it is disheartening. You explain the range, point out its advantages—and right in the middle of it all, you find he is looking at tinware, binder twine, or something else on display. When I try to sell a range, I have to compete with every other line in my store. The peddler at the farmer's door isn't up against that. His range is in the centre of the stage. There is nothing to distract the purchaser's attention from it." This explains why, asking a higher price for a stove or range for which it will be practically impossible for the buyer to secure repairs in the event of breakage, the peddler makes a sale. So far the merchant can compete by using the same or similar methods. But he cannot compete in regard to the long credits with which the peddler clinches his proposition.

On the $72 range, the peddler offers the farmer or the farmer's wife two or three years' time. The average retailer is not in a position to do that. The peddler handles an article on which the margin of profit is large. His concern has abundant capital to carry these farmers. The retailer, who pays more for his range and has not as much capital, is in an unenviable position. Nevertheless, hardwaremen who have road men out through the country report good results from their canvass. Geo. Stephens and Douglas, of Chatham, have salesmen who canvass for stoves, in addition to other lines, and they bring in quite a few orders. Other firms throughout this section report that the road-man helps in securing country trade.

Stove demonstrations have had comparatively little vogue here of late, at least in regard to coal and combination stoves. Gas stoves were formerly demonstrated, while demonstrations of coal oil stoves are naturally regular features.

The outlook for the stove trade is good. The general improvement in business conditions, following last year's good crops, has stimulated confidence. The outlook for this year's crops is promising; and in this section in particular, where many and varied crops are grown, the prospects are safe, all indications pointing to a bumper harvest. Industrial conditions are very much improved, and building is picking up. All this re-acts upon the stove trade. It is scarcely likely that next winter will be so mild as last. Given a normally cold winter, the stove business for the coming fall and winter season should be, at the least, a good average business. Very likely it will be more than that.

The Modern Malleable Iron Range Co., of Leamington, of which Reissner Bros. are the moving spirits, is a comparatively new concern. F. Reissner expresses himself very optimistically regarding past business and present prospects.

David Crombie, hardwareman, Montreal, formerly of Geo. Stephens & Co., is holidaying at Erie Beach, near here.

The wheat harvest has commenced, and wheat will be pretty well cut by next week. The crop is very heavy, and farmers are using a great deal of twine. Cases are reported where from 5 to 5½ pounds of twine were required for a single acre, where 3 pounds is the normal amount. While the straw is unusually hard and heavy, there is stated to be a corresponding improvement in the actual grain, and the amount of twine used is a good indication of the exceptional size of the wheat yield.

"I never before saw farmers buy with so little haggling," remarked one hardwareman this afternoon, after a busy hour or two, during which he usually had three or four customers on his hands at once. "Take that man who has just gone out, for instance. A year ago he would have made the round of all the hardwaremen in town before settling down to buy. To-day he came right in, evidently with his mind made up, and the only question was, 'How soon can you get it out?'" This attitude on the part of farmers bespeaks exceptional confidence in the outlook. They are keeping the hardwaremen busy. Twine is going out rapidly. One man reports selling three tons on Saturday, while half a ton a day is a good average.

Farmers occasionally complain that tank pumps, used for filling thresher tanks, draw up considerable mud or sand with the water. There was at one time a patent strainer on the market, for remedying this difficulty, but hardwaremen state that they now find it impossible to obtain the device.

FORT WILLIAM.

July 20.—The stove business of the twin cities at the head of the lakes is essentially a city trade, the population of the district being almost all concentrated in the two places. This is not saying that there is no agricultural settlement here, but that the farming population is, on the whole, a far less important factor to the city merchant than in the east or west, where every quarter-section or lot holds a prospective customer, if not several. Thus the stove peddler, who used, in the west, to drive up while the family was at dinner, and dump his wrought iron, unbreakable cooking stove in the back yard with an ostentatious crash that was sure to bring the family out, and often secured a sale, is not a feature of this section of the country. The competition of the local man is such as is natural among a city people.

The situation at the head of the Great Lakes, is also another factor in the retail stove trade. Navigation continues into December, and the bulk of the stove buying is done prior to that time, so that the local dealer can ship in enough to stock himself for the season's trade, without running much risk of becoming overloaded with stoves. Last year was a poor stove year, anyway, and the retailers curtailed credit to some considerable extent, with the result that they are now not carrying over any large stocks of stoves. Business conditions at the end of 1908 resulted in careful buying and still more careful selling.

The hardwaremen were a little surprised at being asked to talk stoves when the thermometer was up near 80, and refrigerators were standing in the show windows, but none of them seemed to find anything to complain of in the conditions of last year, as regards the stocks they carried over. J. & T. M. Piper do most of their stove buying through the local firm of W. J. Copp & Son, so that they ran no risk of overbuying. W. S. Piper found last year's stove business poor, but they bought carefully, and found themselves as nearly sold out as they expected. Of course, there is another condition that they found affect the stove trade, in the fact that a large number of the houses now going up in the city are equipped with furnace or hot water heating, and even the small auxiliary stove is being replaced by the more handsome grate and mantel.

There is a certain amount of competition by the mail order houses that is hard to combat, and it is only by the personal work of the retailer that this can be kept down. The American com-

petitor with his 35 per cent. barrier only seems to worry one of the retailers in these cities, who said that several American stoves were shipped in here direct to the consumer and that the Canadian manufacturer would have to ask for less money if he was to hold the trade. It was only the facility for getting them that made the Canadian manufacturers hold the Canadian market. He thought that the manufacturer was getting too high a price and that the Canadian maker, to eliminate competition from across the line, ought to be content with a smaller profit. He thought that the profits were too high as compared to what the retail man was compelled to be content with.

Mr. Emmerson, of Wells & Emmerson, Port Arthur, did not follow this line of reasoning, and claimed that the only line of stoves in which the American makers can compete with Canadians is that of light sheet iron stoves.

Harold E. Copp, of the Copp Foundry, said that his impression, from a thorough study of the situation, was that the stocks in dealers' hands are light, largely owing to the depression in general business that prevailed last winter. In some quarters, as a stove manufacturer, he found the American competition was active, especially as regards the steel range. "A steel range," said Mr. Copp, "is one of the most deceiving things made, and it is quite possible for an unscrupulous manufacturer to put light steel into a range in such a way that the average customer who buys it at retail would not be able to tell that he was not getting the best until the range burned out in the course of a couple of years. This is the case with a lot of American stoves, that are advertised at prices that are fabulously low and spoil the trade." Mr. Copp also found that there was a big effort being made by the catalogue houses to place their goods. They have a firm footing in a lot of lines of clothing and groceries, and now they are going to sell stoves and ranges by mail. The only way to combat this is for the dealers to make common cause and show the buyers that they are not getting the value from the mail order house that they do when they deal with the local dealer, whose goods are always open to inspection and criticism.

F. R. L.

News From the Prairie and British Columbia

Odd Experiment in Merchandizing Being Tried at Winnipeg—Features of Stores at Various Cities in the West — Extensive Raliway Construction Work in Saskatchewan and Alberta—Many New Towns on the Map—Grand Trunk Pacific Reaches Edmonton—Vancouver Hardware Dealers Criticize Canadian Stove Manufacturers.

The hardware business of Watt & Gordon Winnipeg, was established by J. R. L. Watt and W. M. Gordon, in 1899, on the corner of Logan Avenue and Main Street. They continued together until last year, when Mr. Gordon retired. Mr. Watt has continued the business under the old name, as he considered it inadvisable to make a change in the firm's name after it was well established. Mr. Watt has always catered to the household trade, and the stock carried, is very heavy, covering quite a wide range, as may be seen by the accompany-

Watt & Gordon's Neat Hardware and House Furnishings Store at Winnipeg.

ing picture. Mr. Watt seems to possess that peculiar ability so often lacking in retail dealers, to make an attractive display, when the stock is heavy, and the floor area is small.

Watt & Gordon's store is well arranged the fixtures being modern and the stock clean and neat. In the silent salesmen fine silverware is shown, and a cash register further betokens modernism, above them, however, being some reminders of old time display methods in a few birdcages hanging from the ceiling. The kitchen furnishings on shelving with a bicycle ladder, the seats for customers, the stock of brooms and carpet sweepers, the arrangement of the paint stock in the rear, and the roomy office above are all commendable features of the store.

Mr. Watt reports an excellent showing in his business this spring, and it will be interesting to the trade generally to know that those goods which are recognized as a superior grade have been selling more freely this season than ever before.

A new "system store" has been opened recently on Main Street, Winnipeg, in which about twenty-five business men of Winnipeg are interested. T. G. Russell, manufacturers' agent, is president of the company, and J. E. Thomas, for many years a retail hardware merchant here, is manager. The unique feature of the business is that no salesmen are employed, and customers upon entering the store choose the articles required, which are fastened to display boards in the fore part of the store. The number and price of the article is submitted to a clerk behind the counter, who files the order, receives the money, and has the article delivered to the given address from the stock in the rear of the store. It is stated that there are many stores in American cities conducted in the same way, which have proven successful. The management is quite sure that results will be satisfactory in this city. At present the novel features of the business are attracting many customers. The capital stock of the company is $40,000, and it is their intention to develop a general department store.

SASKATOON.

July 21. — In Saskatchewan railway development is being extensively carried on, especially in the more central portions. Each year sees important additions made to the main lines of the three trans-continental systems, besides many branch lines, which are penetrating the country in all directions. Much new territory is being developed on both sides of the various lines, and in some cases settlement precedes the railroads for many miles, so attractive has much of the land been found.

New towns are springing up mushroom-like in all directions, studding the country with signs of life and prosperity. The coming of the railways means everything to the west, for once the country is traveresed with a streak of steel there is ample room for the farmer, the commercial and the professional man.

A year ago Saskatoon was the centre of much railway construction, and now stands on the north line of the C.P.R., Winnipeg-to-Edmonton, the G.T.P. transcontinental and the C.N.R., Regina-to-Prince Albert lines. This year both the G.T.P. and the C.P.R. are in operation to a point near the Alberta boundary. The G.T.P. has practically reached Edmonton, while the C.P.R. is making for Wetaskiwin. It is a race to the west between these two great roads. The steel gangs are following hard on the heels of the graders, and so the work goes on. Southwest from Saskatoon the C.N.R. have a line under construction which will connect Calgary with Saskatoon and the north of the province, and will ultimately be an outlet to Hudson's Bay. From Saskatoon to the southwest 125 miles of this road will be in operation this fall tapping one of the best farming districts to be found anywhere. A grading gang and a steel laying outfit are busy pushing towards Calgary. West of Rosetown a pile and trestle bridge, 1,000 feet long, has just been completed, and spans one of the numerous ravines to be found in this district. At Saskatoon itself both the G.T.P. and the C.P.R. built large steel and concrete bridges, one to the south of the city and the other to the north. A C.P.R. station was completed last year and a C.N.R. station is now under construction. It is expected that a G.T.P. station will follow shortly as that road is fast nearing completion towards Edmonton to the west. Another road spoken of is that from Saskatoon to South Battleford by the C.P.R.

An important road now under construction is that from Moose Jaw to Lacombe on the C.P.R. survey. The steel has reached a point near Outlook, and is surveyed to penetrate the Goose Lake district, passing near Zealandia and Macklin, and on west to Lacombe. From Prince Albert to the north the C.N.R. have a branch line under way to North Battleford passing through a good farming country. From North Batleford surveyors have been at work to the northwest towords Athabaska, and the graders are now at work on this new branch of the C.N.R. Other roads projected are from Melville to Regina and Yorkton, by the G.T.P., Lanigan to Prince Albert by the C.P.R., Young to Prince Albert by the G.T.P., and Saskatoon to Humboldt and Hudson's Bay Junction by the C.N.R., thence to Fort Churchill on Hudson's Bay.

D.G.R.

HIGH RIVER.

July 16.—A section of Hislop, Kelly & Young's store, at High River, Alta., is shown in the accompanying view, the heaters, stoves and ranges being displayed on a platform in front of the enamel-

Housefurnishings Side of Hislop, Kelly & Young's Store at High River. Alberta

ware shelving. A modern set of store scales are also to be seen in the foreground, this being a line finding increasing favor in hardware stores in the west. Part of the shelving is used for a gun cabinet, the balance being given over to enamelware and other kitchen utensils.

Hislop, Kelly & Young report trade during the first half of 1909 to show an encouraging increase and consider the outlook for the future very bright.

G. W.

EDMONTON.

July 19.—To those acquainted with the wonderful development in recent years which has taken place in the Northwest it is hardly possible to think of pros-

perity without there rising up before the mind's eye a vision of the marvellous growth, development and accession to power and influence, of the Capital City of sunny Alberta. Debentures which six years ago were neither known nor wanted on the most powerful and exclusive Stock Exchange in the world—that in London, Eng.—are now eagerly sought after and stand third in all Canada.

Edmonton has the advantage of being the gateway for an immense trade developing in the vast northern country, and many wholesale houses have already built up a large trade. The city is also making headway as a manufacturing centre, one of its big industries being the mammoth Griffin packing plant. It is also acquiring a reputation as a railway centre, being served by three transcontinental roads. There is also the Edmonton, Yukon & Pacific and the Edmonton & Slave Lake; and the Provincial Government has recently guaranteed the bonds of bona fide railway companies which will build some 750 miles of line all adjacent to Edmonton. It is a city underlain with immense coal beds. It commands the trade for 2,000 miles to the north, 350 miles west, 250 miles east and 100 miles south. It has doubled its population in three years.

Edmonton is no longer a frontier town and the "Fur trade," while still large, is not as big an item in the city's total business as it was a few years ago. The wealth of the province lying north of Edmonton consists of timber, coal, oil, salt, sulphur, gas. furs and enough asphalt to pave all the streets in the United States and Canada.

Homesteaders and settlers coming into the Edmonton country generally demand a cheap stove, so that the small steel range, with a large oven and low price, finds a ready sale, and for heating stoves, the "Oak" is the popular style, as this style of heater give the best satisfaction and it is also low-priced. As most of the coal is soft, the "base burner" is not saleable. There is a demand for box stoves and sheet iron airtights in sections where there is wood. The latter is used considerably in camps, of course. In the cities and large towns the best quality of ranges are sold.

J. H.

PRINCE ALBERT

July 10.—Edward Kirkbright has been awarded the contract for building two stables for the agricultural society. One is 28x50 and the other 30x700 feet.

Battersby & Marquis have sold out their machine shop business to C. W. Burton. Mr. Battersby has gone to Broderick, Sask., where he has engaged in the hardware business with F. J. Henderson.

The crops throughout the district are in fine condition. Wheat and oats are heading out.

Rosthern town council have purchased a carload of cement from the Saskatoon Forwarding & Storage Co., at $2.72 per barrel. The council intend to lay a number of granolithic sidewalks and crossings.

Excitement over the recent reported gold find in the Lac la Rouge mineral field, north of Prince Albert, is increasing daily. Business and professional men are closing up their offices and leaving for the north in search of gold and other minerals. Party after party have gone and many more are being organized. Outside syndicates are becoming interested and many people have come to the city during the past week to enquire into the discovery and view the samples which have been brought down by the Hamelin-Clemons syndicate. A big rush is expected in a short while and a prominent business man was heard to remark lately, "There will be three thousand people in here inside of three months."

Two heating and one refrigerator displays are shown in the accompanying illustration of J. B. Kernaghan's store. The first shows a furnace with registers, the second a refrigerator with water coolers and filters, and the third a kitchen range, accompanied by the necessary cooking utensils. In this district, where new houses are being erected and completely equipped displays of refrigerators and heating apparatus can be made at the same time.

Mr. Kernaghan, who is a pioneer hardware merchant of Prince Albert, was born in Colborne, Ont. Migrating to Western Canada in 1882 he entered the employ of J. H. Ashdown & Co., of Winnipeg, and five years later he moved further west, settling at Prince Albert in 1887, three years in advance of the railroad.

Mr. Kernaghan is a thorough and progressive business man, which is evidenced by the fine premises he now owns (40 x 90 feet in size, two storeys and basement) as compared with the little wooden "shack" 16 x 21 in which he started business. The latter is now a land mark in the town of Prince Albert.

J. P. S.

Displays of Kitchen Furnishings and F urnace in Kernaghan's Store at Prince Albert, Sask.

LETHBRIDGE.

July 20.—The Canadian Pacific has completed the last of the steel towers which form the piers for the great bridge

it is building at Lethbridge, Alta., on the newly constructed Lethbridge-McLeod cut-off. The structure is one of the greatest steel bridges in the world. It is 312 feet high at its highest point, one mile and forty-seven feet long, and rests upon sixty-seven piers, with a natural rock foundation at the bottom of the old Manitoba River. No less than 24,000,000 lbs. of steel is being used in the construction of the bridge, which represents an expenditure of $1,500,000.

The entire structure will be completed in August. Owing to the width and depth of the ravine, which was the bed of the old Manitoba River, the C.P.R. was, when the road was first built, obliged to make a wide detour to get into Lethbridge, and the new line with the bridge, which makes a six-mile cut-off, will greatly facilitate the working of the traffic.

W. W.

CALGARY.

July 17.—The McBride Hardware Co., Calgary, have a store which is considered one of the most attractive of its size in Alberta, the builders' hardware section being shown in the illustration reproduced. The old style nail bins and the method of storing rope in the cellar with the ends ready for sale are shown along with a section of the shelf boxes.

A Section of the Interior of McBride's Hardware Store at Calgary.

W. W

FERNIE.

July 17.—A large American firm, which has been constructing tipples and other mining plants for this part of the country, has placed a proposition before the executive of the Board of Trade here of establishing a structural steel manufacturing plant in the Elk River valley. The company will be asked to send representatives to discuss the matter with the Board. There is ample fuel at the lowest price, with waterpower and railway facilties, which will make an ideal site. There are also iron deposits within easy reach of Fernie.

VERNON.

July 17.—A successful test has just been made of the three miles of 10-inch and 6-inch wire-wound wood pipe installed by the Pacific Coast Pipe Co., for the Wood Lake Irrigation Co. The system is one of the most perfect in this part of the country, and not only is capable of supplying all the water for irrigation purposes, but is supplying the domestic needs of the settlers as well, and if required will give power for lighting and industrial purposes.

B. R.

VICTORIA.

July 15.—The stove trade for the past six months has been good. In the first place we had an exceptionally severe winter, which forced people who had no intention of buying anything in the stove line to purchase some sort of a heater, with the result that there was a good demand for almost all classes of stoves. Stove manufacturers ought to have a good fall trade here to fill the demand for stoves and heaters.

There is little or no outside competition especially from peddlers as we are too far from the manufacturing centres and the freight rates being high it practically shuts out this unfair class of competition.

Furnace heating has now taken quite a hold here, nearly all new houses are having a hot air heating system installed and many old houses are having a basement excavated and furnace heating put in. A few years ago there were very few houses with furnaces, now nearly all the modern houses in town are fitted up with either hot water or furnace heating.

Building still continues active. Permits have been taken out for two substantial business blocks, not to mention numerous permits for dwellings and smaller structures. A four storey block 80 feet on Johnston St. and 60 feet on Broad, is to be built by Thos. H. Horne, of Bannermann & Horne, flour and feed dealers. Work on the demolition of the old frame building formerly occupied by Watson and MacGregor, hardware and stove dealers, has commenced. The structure will be of brick and will cost about $20,000.

Tenders are being called from the different trades for the erection of the new Moss St. School by J. C. Keith, the architect.

Clarke & Pearson, hardware and stove dealers who for over twenty years have occupied the same premises on Yates St., are moving to Wharf St. near Johnson.

W. B. C.

VANCOUVER.

July 17.—Stove dealers generally report a good trade, with perhaps a preponderance in favor of furnaces for heating purposes. "Stoves are a good staple line," is the way one dealer put it when speaking of trade conditions, "the demand is strong and continual." The McClary Co., which has a warehouse in this city, reports that the business this year, while better than last year, is not up to that of 1907. That was the banner year, when mills and mines were all working and prosperity existed all over the province. This year, interior conditions are not quite so good.

Those who deal in American ranges stand strong in favor of them as compared with Canadian goods. In fact, it is declared in no ambiguous terms that Canadian manufacturers skimp the goods, and that the quality of recent years is much inferior to what it used to be. This is noticed in the cast iron tops of ranges. One dealer showed Hardware and Metal a Canadian range he had in his show room, which had a perceptible flaw close to the lid. He drew attention to the style of the firepot, which was quite different to that of the American range, so much so that a look would be sufficient to turn a buyer to the latter. The two chief American makes of ranges sold in Vancouver are the "Majestic" and "Monarch," and in the latter, W. C. Stearman, of Hodgson & Stearman, sold 62 in three weeks last month. Mr. Martin of the George Hunter Hardware Co., reports that a fine business is done with the "Majestic," this range selling at $80, connected.

The Vancouver Stove Works some months ago went out of the stove manufacturing business, there being trouble about labor, but is still making builders' material, finding this a good line.

Dealers say there is no difficulty in making sales of ranges, since there is plenty of money in the country and stock is selected on its merits. A good line of heating stoves is sold but furnaces are used widely in and about Vancouver.

Houses are being erected in all parts of the city and the modern dwelling is not considered complete without the furnace. In the larger structures hot water is used, and also in many of the bigger dwellings; but the majority of heating systems is the hot-air. An average price is $100 for an eight-roomed house.

In British Columbia there is little trouble with selling direct to the people, since settlers are not so close together as in older places like Ontario, and roads are not as good.

It is found that stove demonstrations are good as special advertising, though direct results are not particularly noticeable. They serve to show the merits of the stove, but as the demand is steady there is no rush of sales. Conditions are such that people buy as they require the goods, and dealers find that special inducements are not necessary.

To make a suggestion as a summary, Canadian manufacturers, if they would hold the trade must produce a high-class article in every way for this market. The people may not pay cash, but their payments are sure, and they generally call for the best. The retail dealer will not kill good trade by stocking up with an inferior article. That is why, while there is a fair trade for Canadian ranges, the first call is for the American article. Canadians made the same mistake in the days of the Klondike rush. When the trade started there, any old thing was shipped in, particularly in the grocery line, the remark being that the men being so busy the first would be gladly welcomed. They had the money and they wanted the best, with the result that the trade went to Seattle and American coast cities, where enterprising merchants had sized conditions up correctly, and it was years before a Canadian article got a fair look-in on the Yukon market. And in the west to-day, good goods are demanded, and that is wh , despite high duties, one finds American goods of all kinds in every store.

Building permits for last week totalled $79,200 in value. There were all for dwellings, with the exception of one for a $16,000 brick hotel, to be erected on Powell Street for Sam Kee & Co.

The Vancouver City Council will shortly take up the question of the establishment of a central incinerator. One incinerator of the Heenan-Froude method is in operation, but this is not sufficient for the needs, although it has worked satisfactory since instalation.

Ten financial men of Toronto, Los Angeles and Vancouver have formed a syndicate, and have taken over the Monarch mine, located on the face of Mount Stephen, on the main line of the C.P.R. at Field. Extensive development is planned. The name of the company is the Stephen Mining Co., John A. Thomson, of Vancouver, being manager.

R. B. B.

How to Operate Fireless Cookers

By J. Sophus, Canadian Sales Co., Montreal.

Fireless cooking offers, from the time the food is placed in the cooking box, the folowing advantages:—

(1) much time is saved, (2) the food is never burnt, (3) no overcooking can ever take place, (4) fuel is saved, and (5) the kitchen is free from steam and odors. It is especially with food which requires long cooking that fireless cooking can be applied with advantage—other food may be kept warm for several hours without suffering thereby.

The mid-day meal may be prepared in the early morning, the supper at noon and still be scolding hot, when required to be served. Without regard to the above mentioned advantages, fireless cooking is recommended in every household, for the cooking of large pieces of meat, fresh as well as cured, for the inner parts of the meat will be thoroughly cooked, without detriment to the outer parts.

It is a popular idea that the food which is cooked in the usual way has the same temperature as boiling water, but in many instances this is not the case; for it is only the outer layers of the meat, or just those parts which are the least dainty, that reach this temperature. The interior parts of the meat are as a rule from 25 to 50 degrees colder. Eggs, for instance, are boiled hard at a temperature of 150 degrees F., and will lose considerably in taste if they be heated to a temperature of 212 degrees F. This is also the case with a too well cooked pudding—yet the boiling water in which the meet, eggs or pudding are submerged has a temperature of 212 degrees F.

Must Be In Boiling Water.

In a fireless cooking box, it is possible to keep boiling water scolding hot for from 12 to 24 hours, which is an ample period for preserving a higher temperature than the one required for cooking of food. If, therefore, the cooking vessel is taken off the fire, with its contents boiling, and immediately placed in the fireless cooker, the food will there continue to cook, as though it were still over the fire. It is only necessary to use such a device as will preserve the required heat for a sufficient length of time, for it will not help to cook the food to leave it in the cooking box, when it has cooled off some 30 to 60 degrees F. below boiling point. The process of cooling off is slowest in a well filled cooking pot, a fact worth remembering. The contents of the pan must always boil when placed in the fireless cooker, but it should be borne in mind that the simmering or singing of the contents does not necessarily mean boiling for this simmering is so lively at a temperature of 180 degrees F. or even less, that it would appear as if boiling would take place at once. When the lid is removed it is easy to see if the food is boiling, but as it requires about five times as strong a fire to maintain boiling without a lid as with one, it is obvious to everyone which is the most profitable course to follow.

Conditions Essential to Success.

The following conditions are essential, and should be observed, so as to make fireless cooking an absolute success:—(a) a large pot should never be used for a small quantity of food, and no pot should be less than half full, (b) the lid must fit well, and (c) the food must be boiling when placed in the fireless cooker.

It is not the intention of the writer to give here detailed recipes of every imaginable kind of food that may be prepared in a fireless cooker, for individual experience must be the chief guide in every household, but a few words of a general character should be useful.

Recipes for Some Articles.

Porridge, milk puddings, etc. As the milk or water does not evaporate, while the food is in the fireless cooker, 25 per cent. less of these liquids are used in the preparation than is otherwise required. After boiling for about 15 minutes, the pan is put in the cooking box, and only taken out when wanted for the table. Porridge required for breakfast may be prepared the night previous, left in the fireless cooker overnight, and will be ready to serve next morning.

It is advisable to leave the food in the cooker for from one half to one hour longer than the time it would otherwise be kept over the fire, and it is by far the wisest plan to allow an even longer time, until the action of the fireless cooking is thoroughly understood (on different classes of food) especially as the food cannot suffer thereby.

Potatoes are ready to be placed in the fireless cooker as soon as the water is boiling, whereas carrots, beets, etc., require about 5 minutes boiling over the fire.

Hams, large pieces of meat, etc., should be kept over the fire one-half hour after the water is boiling. When the water is first boiling the inner parts are still cold, and it is necessary that these should be warm before the fireless cooking commences.

Beans, peas, etc., should be kept boiling over the fire for 15 minutes before being placed in the cooking box; they become quite tender, but, owing to the absence in fireless cooking of the motion which is present under ordinary cooking, each bean or pea is perfect.

Boiled puddings can be cooked to perfection in a fireless cooker. The pudding basin is placed in a pan of water over the fire, and boiled for 30 minutes. Lids must be placed over both basin and pan at once, and as much water as possible should be used, without swamping the basin, for it is the water in the

pan which, while the pudding is in the cooking box, has to yield the necessary heat.

A roast may be finished in a fireless cooker, either by placing it in the usual way in the box after being half roasted, or by placing the roasting pan, after about half an hour roasting over the fire, in the cooking box on the top of another pot full of boiling hot food or water, which will supply the necessary heat to gradually penetrate to those parts of the meat, which after only half an hour's roasting are not yet cooked.

Saving in Fuel.

The cost of fuel—gas, oil or coal—can in many cases be reduced by over 80 per cent., but taking unavoidable delays into consideration, it is perfectly safe to claim that the adoption of fireless cooking will cut this cost in half and further. The saving of time must not be forgotten.

However, if it were a question of economy only, there might be some hesitation on the part of the writer to advocate the use of fireless cooking, but, when in addition to that great advantage, it can be truthfully said that the quality of the food prepared by this method is infinitely more nourishing and dainty than eatables cooked in the ordinary way, then very little remains to be said.

There is no limit to the uses of a fireless cooker in the preparation of all kinds of food—whether it be in small quantities, such as babies' food, or for the supply in hospitals, convents, barracks and hotels.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Medicine Hat Milling Co. will build an elevator at Grassy Lake, Alta.

C. H. Caites has secured the contract for the erection of the North Pacific Lumber Co.'s premises at Barnet, B.C.

The contract for the International Harvester Co.'s new warehouse at Saskatoon, has been let to the Carter-Halls-Aldinger Co., Winnipeg at $75,000.

Two carloads of new machinery arrived at Peterboro, to be installed in the Central Mill, which will commence running again about September 1, when the capacity will have been increased to double what it is at the present time. Four hundred barrels of flour daily will then be turned out.

A tentative agreement has been drawn up with the promoters of a wagon manufacturing concern which asks for 20 acres and dock privileges at Port Arthur. The city to guarantee half the amount expended in bonds. The company is to erect building and plant by November, 1910, and a dock by July, 1911, employ 125 men 280 days in the year and start another industry in connection when the first one is in operation.

The Manitoba Bridge and Iron Works, Winnipeg, has recently secured the contracts for the structural steel and iron required in the following buildings: Apartment block for Cross & Counsell; store for C. Metcalfe, residence for G. W. Allen, warehouse for A. R. Williams Machinery Co., extension to Farmers Advocate building, apartment block for F. H. Scholey, all at Winnipeg. New station for the Canadian Northern railway, Bank of Montreal, apartment block for Dr. McKay, at Saskatoon. Samis block at Calgary and Shaw & Cooper block, at Nanton; convent building at Edmonton; Y. M. C. A. building, fire hall, block for J. A. Grayson, and Robinson block at Moose Jaw. Building for the Agnew Brothers Hardware Co. at Prince Albert and High School at Medicine Hat. Besides the above, orders have been secured for twenty stations for the National Transcontinental Railway.

Municipal Undertakings.

Lindsay will enlarge the capacity of its new ozone filtration plant.

Tenders are asked for various works in the construction of a waterworks system at Francis, Sask.

Several extensions of the water and sewerage system have been ordered by the Portage la Prairie council.

Preston, Ont. ratepayers will vote on August 2 on a by-law to raise $32.000 for extending the water works system.

A delegation from Dauphin recently paid a visit to the new compressed air water-works system at Yorkton, Sask., with a view to installing a similar system there.

Public Buildings.

The sisters of the Sacred Heart will build a $7,500 convent at Ottawa.

A. Ginot secured the contract to erect the new Immigration Hall at Battleford.

The Dominion Government will erect a fuel testing station to cost $13,400 at Ottawa.

E. E. Poole, of Moose Jaw, was awarded the contract to build the new school at Alameda at a cost of $12,100.

Sam Brown, Winnipeg, secured the contract to build School No. 1, at Dauphin, on a bid of $34 500. McDonald & Voight were awarded the heating on a bid of $6,895.

A permit has been issued for the new Ottawa Tuberculosis Hospital to Contractor E. G. Cape. Cost $30,000.

The contract for the new agricultural building at Collingwood has been awarded to S. Woolner for all trades, at $12,000.

General Building Notes.

J. Lepage will erect a cottage at Outremont, Que., to cost $4,000.

Moose Jaw, Sask., the Dominion Bank will erect a block 80 by 94 feet.

R. N. Baldwin, Saskatoon, will build an apartment block to cost $42,000.

Dr. F. C. Beer, Brandon, will have a brick veneered residence built to cost $6,000.

Dr. Wm. Sinclair will put up a $15,000 brick block at Manor, Sask. L. H. Fisher is also building.

Parr & Fee, Vancouver, are calling for tenders for the construction of a ten-storey steel office building to be erected there, to the order of H. L. Jenkins. The building is estimated to cost $115,000.

Some recent building permits at Montreal include: J. H. Demers, two houses $4,000; J. H. Moreau, two houses, $6,000; A. Laporte, house, $2,000; Jos. J. Martin, house, $5,000; P. Popliger, four houses, $10,000; E. D. Ladouceur, two houses, $5,500; Alexis Pilon, house, $4,700; H. M. Lamb, two storey residence, $7,300; Victor Bouthillier, house, $1,500; M. A. Black, house, $8,000; O. Auary, two houses, $5,000; G. H. Godfrey, alterations to house, $2,000.

Recent building permits at Ottawa include: E. McMahon, brick veneered dwelling, $3,000; James McCallum, brick veneered dwelling, $3,000; W. R. Smith, brick veneered dwelling, $2,300; Walter Todd, brick veneered dwelling, $3,500; King's Daughters, addition to building, $9,000; Alex. Robertson, concrete shop, $2,200; Alfred Jones, shops and dwellings, $4,000; Mrs. Annie Clarke, two solid brick dwellings, $9,000; M. P. Davis, alterations to dwelling, $10,000; John Watson, brick veneered dwelling, $3,500; James Wilson, brick veneered dwelling, $2,800; C. G. H. Horwood, two brick veneered dwellings, $6,000; N. D. Porter, additional storey to Crown hotel, $12,000; T. J. Somerville, two detached brick dwellings, $3,200; Thomas Clarey, solid brick dwelling, $2,000; W. D. Hooper, brick veneered dwelling, $3,500; Lincoln Johnston, brick veneered dwelling, $3,500; David Bradley, double brick veneered dwelling, $2,000.

Railway Development.

An extension of the C.P.R. from St. Mary's to Ingersoll will be commenced shortly.

The Canadian Northern plans to build a steam road from Buffalo to Ottawa.

The B.C. Electric will extend its line to Huntingdon on the border of the province.

Grading on the Vegreville-Calgary branch of the C.N.R. will be completed south from Vegreville to Camrose in a few weeks say the contractors. Hundreds of men are employed rushing the grade. One hundred and twenty-five miles of grading will be completed this year leaving 250 miles to be completed into Calgary next year. Steel laying will start from the Vegreville end in a few weeks and will probably be completed from Vegreville to Camrose this fall.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MONTREAL.

July 23. A study of conditions for the week reveals little change in the metal situation at this centre. Tin showed lack of strength during the earlier part of the week but at present the market is toning up again. Copper quotations locally are unchanged but the market is slightly easier and quotations would be shaded somewhat on large orders. Zinc is firm and unchanged in price. The local market in antimony—the metal for which jobbers receive the least call, being used little except for hardening purposes—is featureless, with prices unaltered.

General business in metals is good for this period in July, though the orders at present coming through are largely of the sorting-order calibre. Sixty-sheet galvanized Canada plates are very scarce locally and it is doubtful if a single box could be procured in this market at the present moment. The shortage here, however, is only temporary, having been caused by the fact that recent heavy orders from the western stamping people depleted stocks of local jobbers to such an extent as to leave them practically destitute of this class of plate until fresh shipments arrive from the manufactories where supplies are reported to be quite satisfactory.

Collections are remarkably good, but this is partially due to the fact that jobbers are following up their collections much more aggressively and systematically than has been ther custom in recent years.

PIG IRON.—The main interest this week centres in the big threatened strike of upwards of 80,000 miners in the Lanarkshire coal fields, Scotland on account of the proposed reduction in wages from 6s to 5s 6d per ton. Cable advices reported the differences to have been amicably settled toward the end of June, and the news during the week that the controversy has again been reopened came in the nature of a surprise to local jobbers. Cable advices state that the Welsh miners are shortly to take a ballot to determine whether they will support their Scotch confreres in their contention, and much will depend on the result of this decision. A strike of this nature, practically involving the whole of one of the basic industries of Great Britain, would be so stupendous and disasterous in the consequences that local opinion is that governmental influence or some other means will be forthcoming to prevent it. However, as far as the local situation is converned, prices are remarkably firm, and, whether the huge strike materializes or not, lower prices cannot reasonably be expected. In the United States, too, the market is very strong and the output of the steel mills is booked from eight to ten weeks ahead. Retail bookings ahead are not as strong as the conditions warrant and Hardware and Metal sounds a warning to the trade that it would be the part of wisdom to at least reasonably anticipate future requirements in view of the present conditons as well as the heavy demand that will inevitably arise in the autumn—particularly if the western crops fulfil the present predictions. High grade Canadian ore is quoted very firm at around $19.50, Montreal, cheaper grades selling at about $17.50. Quotations for the best Scotch brands show a tendency to stiffen as might be expected in view of the threatened coal strike there. We continue to quote: Imported pig, Clarence, $16.75 to $17; Middlesboro, No. 3, $16.50 to $16.75; Summerlee, No. 1, $19.75; No. 2, $18.75 to $19.25; Carron, No. 1, $19.75; Carron, soft, $18.50.

TIN.—The local figure for tin is still 32½c, but the market locally is not as weak as it was a few days ago. London opinion still takes a hopeful view for tin and expects the foreign demand for some time to gradually take on sufficient strength to enable it to pull up on a parity with the supply.

COPPER.—The local price is a trifle easier but jobbers still quote 14½c, shading this price for liberal orders. The speculative cotedie of Wall Street manipulators still control the foreign situation to such an extent by artificial pressure that the economic conidtions, at least for the present, have been made subservient to the stock gambling movement and, this being so, any forecast of prices becomes the purest guesswork.

SPELTER.—The local demand is good, and quotations remain unchanged at 5.75. Foreign advices indicate little change in the price of this metal. Supplies are fair locally but jobbers expect a better enquiry with stiffer prices in the near future.

LEAD.—Prices are again easier loca'ly, and the market continues in a weak, sagging condition with no sufficient explanation as to cause of recent price fluctuations. Locally trade continues good and imported pig is still quoted at 3.50 for ordinary lots. Trail continues to be quoted at 3.40.

TORONTO.

July 23.—A brighter prospect for the immediate future seems to pervade the trade this week, and judging from the amount of local business transpiring there is ground for this optimistic opinion. Metals have been gradually recoving themselves from the depression of last year, since the opening of spring, and while the advances have been slow they have nevertheless been sure. Since the opening of the month metals have been a little quieter than usual, but this situation is apt to occur with the advent of the holiday season. Now, industrially, things are coming together in better shape and trading is improving.

Prices are unchanged for all metals, and in the primaries they have advanced slightly, except lead, which is dull. There was the usual up and down quotations on copper, but latest advices show a firmer feeling.

PIG IRON—Canadian foundry iron holds a good position and in the market shows some more strength. The output is increasing, and so is consumption. While prices are firm it has not been thought advisable to advance prices. No. 2 Canadian foundry is $19.25; No. 3 Middlesboro, $19.50, and Cleveland, $20. The outlook is encouraging.

COPPER—The red metal has passed through its weekly fluctuations, and just now shows a firmer tendency. Abroad copper has taken a slight advance. John Hayes Hammond is authority for the statement that production this year will be 10 per cent. more than in 1908, but he expects that the industrial revival will absorb the increased production for some years to come. The local prices are unchanged, 14c for casting and ½c higher for lake ingots, with trading fair.

TIN—This metal in ingots is in a better position than since the opening of July, and the passing week has developed some good business, metal men being fairly well satisfied with the orders received. The primary markets have advanced since last Saturday, on the strength of tin's showing, but locally the price has remained at 32½c.

LEAD—This metal is more than usually quiet this week, and reports from outside points state the same condition prevails in those centres. Abroad lead seems to be the only metal that has not shown any firmness. It is however, holding its price and no further decline is noted. Imported pig is $3.60, with domestic 10c below that figure.

SPELTER—Steady trade is passing at unchanged quotations, $5.75 being the market price. While spelter does not participate in the flurry that is passing over the market in other metals, neither does it figure in the declines. While the quantity of spelter consumed locally may not be large, yet the trading being done in this metal is quite satisfactory.

SHEETS AND PLATES — Quietly steady business is passing at unchanged prices. Across the border plates are advancing.

OLD MATERIALS — Business this passing week is probably the best in two months. The prospect is hopeful. Dealers are paying for heavy copper wire, 11¼c; light copper bottoms, 10c; heavy red brass, 10¼c; heavy yellow brass, 8¾c light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3½c; No. 1 wrought iron, $10; machinery cast scrap, No. 1, $14; stove plate, $12; malleable and steel, $8; old rubbers, 7¾c, which are the prices unchanged from last week.

HARDWARE MARKETS

MONTREAL.

July 23.—Trade conditions have changed very little during the last few days at this centre. A close study of the market for the past week fails to reveal any special features and, after a week of steady plodding, jobbers report a moderate demand for all staple and seasonable lines.

Broadly speaking, prices are about at the normal level, though in two or three lines, such as builders' hardware, copper goods and brass wire goods, where prices for some time have been considered by many to be lower than conditions warranted, there is a slight tendency towards advances. In this connection it is worth noting that prices on American builders' hardware have been withdrawn and the new figures are expected to show an advance of about ten per cent. This is the straw which shows which way the wind is blowing, for, should the expected advance materialize across the border it is more than probable that Canadian manufacturers of similar lines would follow suit. American brass wire goods recently advanced approximately 20 per cent, and this is already tending to stiffen Canadian quotations in this line.

Hardware supplies in general are quite equal to all present demands, with the exception of wire nails, which show a slight shortage in the most popular sizes. Retailers are buying for future needs to a greater extent than at this season last year, but the buying movement does not yet partake of the same freeness that existed two years ago. In view of this fact, and the fact that prospects are so bright for a splendid crop in the west, we repeat that it will cause no surprise among those who have been closely watching the conditions if a heavy autumn demand develops a more or less serious shortage in many leading lines.

BUILDERS' HARDWARE — City business has been moderately good, but orders from the rural districts have only been fair of late. American quotations have been temporarily withdrawn and, in view of an expected advance on these lines, Canadian prices show a tendency to stiffen. We continue to quote: Door sets and escutcheons 50 and 10; escutcheons pins, steel, 50; brass, 55; spring hinges, No. 20, $9 per gross.

HARVEST TOOLS — Sorting order business is holding up well. The trade in harvest tools shows a satisfactory increase on last year's turnover, but it has not yet measured up to the standard of the corresponding period of the year before. We quote: Hay fork pulleys, $1.60 to $8.50 a dozen; hay carriers, $3.50 and up; harpoon forks, $1.25 and up; hay rakes, etc., 55 off.

SUMMER LINES — Trade in hammocks, swings and vacation requisites is beginning to fall off as the end of July approaches, and the number of sorting orders for the last few days shows a distinct decrease as compared with those received last week. Graniteware and preserving utensils are still moving out fast, and carpet sweepers, wringers, mops, pails, etc., are in active demand, with quotations unchanged.

MINERS' SUPPLIES—Orders from the mining districts, particularly from Cobalt, have been very fair for surface and general mining tools, while the demand for fuse, powder, and detonators is very satisfactory for this season of the year.

BOLTS AND NUTS—Orders have materially increased during the last few days. Supplies in jobbers' hands are well up to requirements and prices continue firm as follows: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

SCREWS—A good mid-summer demand exists for all the best selling sizes. Supplies are good and prices unchanged. We quote: 85 and 10 off for flat and round head, bright; 75 and 10 off for flat head, brass, and 70 and 10 for round head, brass.

SPORTING GOODS—Booked orders for guns and ammunition for autumn delivery are showing an improvement, but bookings ahead for minx and other animal traps have been rather disappointing to jobbers so far. The fishing tackle business is about over and travelers are busy soliciting orders for the whole range of fall sporting requisites. No price changes are reported.

WIRE—Barbed and other fence wire business is practically at a standstill until after the harvest, when farmers will have more time to devote to fencing. Annealed hay wire continues to be in good call, with supplies quite adequate to meet the demand. Brass wire shows a tendency to stiffen in price. We quote: Barb wire, car lots and mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.ob., Montreal. Coiled spring fencing, $2.30; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.25 base. Other lines $2.30 f.o.b., Montreal.

TORONTO.

July 23.—Trading is keeping up remarkably well, although the goods in demand have changed somewhat. Shelf hardware has the call just at present and some fair repeat orders for stocks have been received. Builders' hardware is still active, but there has been some let-up in demand for summer lines.

Prices continue firm and the outlook for steady prices is goood. Travelers are doubling up on territory and with the holiday season depleting office staffs, one would think that business would be less brisk. That, however, is not the case. While shipments do not bulk so large as earlier in the season they are nearly as numerous and call for supplies of fair proportions.

BUILDERS' HARDWARE. — The briskness in building shows no appearance of slackening and there is a steady demand for all hardware lines used in construction work. Nails and screws, of course, are needed all the time, but with the shaping-to of new buildings, the call for sash weights, locks, door plates, hinges, latches, etc., is increasing every day; and the wantable lines in these goods are of high class quality, many of the articles being artistic in design. Buliding paper is brisk just now, and all tool lines are selling satisfactorily. Prices are firm and unchanged.

HARVEST TOOLS.—The little briskness noted towards the end of June has let up for the moment. There is, however, a steady demand for ordinary tools and implements needed about the farm, though the volume of these goods moving is not great. In a few weeks' time harvest toools are expected to be in good demand.

HOUSEHOLD GOODS.—Especially in kitchen articles is there a call for stocks. Enamel and galvanized ware are going out in orders. Preserving kettles, sealers and washers and wringers are still active, and some of the smaller garden tools are yet asked for.

HEAVY GOODS.—The demand for nails keeps up at a lively pace, and screws are a fair second. Bar and structural iron is going out better than since the beginning of the year. Pipe, too, is in great demand. Bolts and nuts are fair in shipment and so also are rods. Prices are unchanged.

WIRE.—Barb wire at $2.50 and plain twist, $2.80, are the best sellers in the wire market just now, though trading has slackened up some since the opening of the season. All wire prices are firm at unchanged figures. Galvanized and hay wire are going forward in stocking-up orders.

SPORTING GOODS.—Outdoor games have again taken the centre of the stage. Baseball supplies are much in demand. Lacrosse goods are a trifle easier, and fishing tackle and outfits are about done. Guns and ammunition are increasing in hales, though no very large orders are as yet being shipped.

HARDWARE LETTER BOX

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Adjustable Pipe Tongs—Brace, McKay & Co., Summerside, P.E.I., ask the name of the makers of "Brown's Adjustable Pipe Tongs."

These tongs are manufactured by the Oil Well Supply Co. Pittsburg, Pa. J. H. Williams & Co., Brooklyn, N.Y., are also makers of an adjustable pipe wrench, which has met with favor.—Editor.

PAINT AND OIL MARKETS

MONTREAL.

July 23.—The holiday season is beginning to lessen the demand for most commodities but dealers are at one in declaring that no reasonable complaint can be made concerning the state of business for this time in July. The week has been characterized by the usual demand for Paris green in these parts, about this period of the year, the potato bug evidently having asserted itself, aided by the warm moist weather which has prevailed of late throughout Eastern Canada.

Staples such as linseed oil, white lead and other lead products have been rather inactive during the week, but a better call is being experienced for enamels, wood stains, and varnishes in small tins.

TURPENTINE—The advance noted last week, coming upon a rather quiet market, has tended to check sales to an appreciable extent and only a fair turn over is reported. The fact that stocks at this centre are not as heavy as is usual at this season has, however, prevented any actual decline in local quotations for the present. We still quote turpentine at 65c for single barrels, net 30 days.

LINSEED OIL—The usual mid-summer dullness is making itself apparent in the shipments of linseed oil, but the outlook for the near future is exceedingly promising and quotations are remarkably firm. We quote; on 1 to 4 barrels, in one delivery: Raw, 64c per gal.; boiled, 67c per gal., net 30 days, f. o. b., Montreal.

GROUND WHITE LEAD — Some heavy orders are reported from the jobbing trade who wish to be ready for the autumn business, but the retail hardware men have slackened off in their orders very materially during the past few days. Quotations continue as follows: Strictly pure, $5.60 to $6.10, according to quantity, and No. 1, $5.10 to $5.60 f.o.b., Montreal.

RED LEAD—A much better business has been done in red lead, as well as in lithurge, orange mineral and other lead products, than for some time past. Present quotations are: Genuine red lead in casks, $4.50, in 100-lb. kegs, $5; less quantities at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50; and smaller quantities. $5.50.

WHITE ZINC—It is encouraging to note a much heavier enquiry for the higher grades of white zinc. Pure white zinc is undoubtedly growing in popularity for the finer classes of painting and decorating and trade in this commodity is very satisfactory. We quote; Dry V. M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

PARIS GREEN — The potato bug seems to be emulating General Sherman and is marching to the sea. The demand from west of Toronto has fallen to zero; from places east of of Toronto, as far as Cornwall, a few hurry-up orders are being received; but in the Province of Quebec the 'Colorado Beetle' is reported to be most voracous and, consequently local stocks of Paris green, while they have been much heavier than for a number of years, are gradually being depleted. Present prices are: 50 lb. drums 17c per lb.; 1 lb. packages, 100 lbs. in case, 18c per lb., 1 lb. tins, 100 lbs. in case, 19c per lb.

PUTTY—Enquiries for autumn delivery indicate that business will soon show a considerable improvement. We quote: Standard putty, 800 lbs., in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs., in barrels, $2.15; in 100-lb. cases, $2.25; in 25-lb. drums $2.10; 25-lb. tins, $2.15; 12½-lb. tins, $2.35, f.o.b., Montreal.

TORONTO.

July 23.—"Business at present is streaky," said a paint jobber when spoken to with reference to the condition of trade. "Taken on the whole it is satisfactory, though one day's sales show much activity, followed the next by little trade passing."

Summer lines like varnishes, floor and wall coverings, tints for ceilings and ready mixed paints are the best sellers just now. No orders, however, can be said to ask for large quantities of any one line. Another particularly bright feature is the demand for Paris green. Sales were pretty active in the early spring months, but the farmer is in the field for Paris green now.

The present is a good season for package goods, and when the time for comparisons comes round it will be found that 1909 is just a bit above the average.

TURPENTINE.—Reports from Savannah market are that the receipts continue to run behind those of last year and as the season progresses the opinion becomes very strongly fixed that there will be no recurrence to the lower level of last year's prices.

Locally, the feeling is a trifle easier, and all jobbers seem to have the one price, 64 cents for single barrels, a decline of a cent since last report. Sales are infrequent, however, and some hints of cutting have been made.

LINSEED OIL.—Prices in Great Britain remain firm and as the prices for flaxseed, both from the Argentine Republic and from India are from 2 to 4 shillings per quarter higher than they were a month ago the price for this season is likely to remain firm. Raw is at 64c. for single barrels, the same price as last week, and boiled is 67c.

WHITE LEAD.—Sales are steady. Some of the older paint men keep to their first love, and importations of English lead are fair in quantity. Prices hold firm and are unchanged from last week. No. 1 is $5.50 to $5.75; pure white runs from $5.90 to $6.10, with a superior grade at $6.35. Red lead, is still selling freely in the large cities at unchanged pri*es, $4.50 for casks and $4.75 to $4.80 for hundred-pound lots.

PUTTY.—Inquiries for fall sales increase from day to day. Orders while small as yet presage good business later on. Bulk in casks is $1.75; 100-lb. drums, $2; bladders, in barrels, $2.15; and cases, $2.25. Window glass is moving better, but it will be a month yet before hardwaremen report active business.

STAINS AND VARNISHES.—These with mixed paints, ceiling tints and Paris green are the most active paint lines just now. Sorting orders for limited quantities are being received, but the smaller tins and packages are the kind most wanted.

PETROLEUM.—The summer lines, gasolene and benzine, are those most wanted. Prices are unchanged at 13½c for prime white, 15½c for water white, and 17½c for Pratt's astral coal oil. Motor gasolene is 16½c, and benzine, 15½c.

STORE SALESMANSHIP.

The Mound City Paint and Color Co., of St. Louis, Mo., has issued an attrative booklet dedicated to "the retailer generally and his clerks." It is entitled "Your Price and How to Get it," and contains much selling information of help to every salesman or would-be salesman.

Following, quoted briefly, are some of the good things the booklet says.

"You will never get a price unless you ask it.

"Selling at a profit is the first law of salesmanship.

"Good goods have deserts of their own. Don't desert them.

"You can't get a price unless you believe in your heart that your goods are worth it.

"It's all in your salesmanship, and that's made up of knowledge, enthusiasm, expression, personality and stamina.

"The price that you, as a merchant, put on your goods should reflect your honest conviction of the value of those goods.

"No man ever did have the right to put a price upon a thing less than the value of that article measured by its worth in use.

"You'll find buyers always talk price, but want quality. Don't let them switch the point on you; don't let them change the subject.

"Straight business sticks to the last; 'compromise' and 'cutting' is the grease on the toboggan that leads down to the hard pan of failure.

"Believe what you say; say what you believe. Believe that your customer is going to believe; and believe in your ability to make them believe.

"Remember that selling at a profit measures your ability as a salesman and your right to the name of 'salesman'; anybody can give things away.

"Make it a rule—mark this—to keep in the mind of the purchaser, not what he or she is going to give up for the article, but what he or she is going to get for it."

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.80 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25: No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1. $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7. $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ¼ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper: No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10. 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 per cent.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90· 2, $1.60; octagon, extra. $2.30; 1, $1.60.

AUGUR BITS—"Irwin" bits 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, Etc. — Pressed, retinned and plan, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60: Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

ROPE Sisal. 10¼; pure manila, 12¾; British manila, 11¼c; lath yarn, 9¼c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galzanized, $4.30; 26, $3.55 and $4.55.

BAR IRON—Bar iron, $2,35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.50; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE — Black pipe, ¼ in., $2.50; ⅜, $2.85; ⅛, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2. $14.50; 2½, $24.40; 3. $31.50; 3½, $39.50; 4 $45; 4½, $52; 5, $58; 6. $75. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24. $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20. $4.10; 24, $4.30; 26, $4.70,; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9; ½ box, $4.75; IX. full box, $9; ½ box, $5.75; IXX., full box, $13; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case. $2.45; Family Safety, 24c; Search Light, 22c; Sterling Light, 24c; engine gasolene, 22½c; White Lily, 23c; Royal, 22½c.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.40; in kegs, $2.55; turpentine, bbl. lots, 67c per gal. linseed oil, raw, 69c; boiled oil, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM and "Bell," $5.00 base.

HORSE NAILS—MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.55 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under. 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—22c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

APOLOGIES TO THE POET.

Breathes there a man with soul so dead,
Who never to himself has said,
"My trade of late is getting bad.
I'll try another ten-inch ad?"
If such there be, go mark him well;
For him no bank account shall swell;
No angel watch the golden stair
To welcome home a millionaire.
The man who never asks for trade
By local line or ad displayed,
Cares more for rest than worldly gain
And patronage but gives him pain.
Tread lightly, friends. let no rude sound
Disturb his solitude profound;
Here let him live in calm repose
Unsought except by men he owes,
And when he dies go plant him deep
That naught may break his dreamless
sleep;
Where no rude clamor may dispel
The quiet that he loved so well,
And that the world may know its loss,
Place on his grave a wreath of moss;
And on a stone above, "Here lies
A man who wouldn't advertise."

Builders' hardware is a line in which there is excellent profit if the dealer understands it well enough to bid intelligently and profitably on contracts. In many of the smaller places there is not enough building done, perhaps, to justify the dealer in giving any great part of his time to this line. Where building is active, however, there is no reason why the local dealer should let this business slip through his fingers and go to a neigh-

HARDWARE TRADE GOSSIP

Ontario.

T. W. Kirby, sales manager of the Gurney, Tilden Co., Hamilton, is holidaying in the Georgian Bay district.

E. R. Haydon, of the office staff of Rice, Lewis & Co., Toronto, has gone to Alberta to recuperate his health.

Rougvie Bros., hardware merchants, Sarnia, have dissolved partnership. The business will be continued by N. D. Rougvie.

Werner Bros., Mitchell, dealers in stoves, tinware, etc., have dissolved partnership, C. J. Werner continuing the business.

The Canadian Cordage Co., Peterboro, have been successful in securing the order for the rope required by the Canadian artillery.

John McAvity, of T. McAvity & Sons, St. John, N.B., is in Toronto this week on his return trip to Western Canada, where he found a general feeling of confidence in a good harvest and a splendid fall trade.

The W. W. Chown Co., Belleville, have secured the contract for the installation of Kelsey Warm Air Generators in the new Canifton school and in the large stone residence of Boyce Bros. Canifton, during the past week.

Dunlop & Co., Pembroke, whose store was burned on Easter Sunday, are erecting a fine new reinforced concrete store building, three storeys in height, and 60x80 feet in size. The firm began business in 1846, as Dunlop & Chapman, the senior member being the father of E. A. Dunlop, the present head of the business.

The Tobin Arms Company, Norwich, Conn., manufacturers of fire-arms, is to be transferred to Woodstock, Ont., at once. A new Canadian company, with capital stock of $150,000, will take over the good-will of the present company, and Frank M. Tobin will be retained as general manager and president. The Woodstock factory will be 45x100 feet in dimensions, and two storeys high. Fire-arms and other hardware specialties will be made.

J. F. Howard, formerly of the Woward Stove Company, Morrisburg, afterwards known as the Imperial Stove Works, has established a stove foundry at Valleyfield, Que.

C. E. Noble, Dundalk, was one of the delegates attending the Masonic Grand Lodge at London this week.

Mr. Baker, former manager of the Ontario Steel Works, Toronto, is promoting a tinware manufacturing plant at Niagara Falls The tinware plant recently promoted at Peterboro is held up pending the approval by the Legislature of a bonus being given the new company.

Quebec.

Roy, Oscar & Cie., tinsmiths and plumbers, Quebec have been registered.

The Canada Paint Company, Montreal, are holding their annual picnic to-day (July 24) and every department of their works in Montreal is closed. The picnic is being held at Maple Grove, a summering place near Montreal, and the employees are being conveyed to the spot by a steamer specially chartered for the purpose.

The following hardwaremen were callers in Montreal during the week: A. Lemieux, Henryville, Que.; J. P. Lecrox, St. Lin, Que.; W. Moore, of W. A. Mitchell, hardware merchant, Kingston, Ontario; W. C. Strader, North Williamsberg, and F. T. Boystert, Nomininique, Que.; A. Chapleau, Field, Ontario; and R. J. Turner, Truro, N.S.

Western Canada.

Gilpin & McEown, hardwaremen at Saskatoon, are succeded by F. B. McEown & Co.

The hardware store of A. Fulton at Endersby, B.C., was damaged by fire last week.

Great Britain.

Enterprise and originality are shown in the large new packing and shipping room recently opened by John Lysaght, Limited, at their works in Bristol, Eng. The specially novel feature is a loading berth where two barges can be handled at a time, entirely under cover of the roof, a most important point in handling galvanized iron, which corrodes so readily. The loading is done by an electric derrick, and a large traveling crane traverses the entire length of the building. Along one side are some of the corrugating machines used by the firm, and between these and the rest of the building runs an electric car, with the platform flush with the floor, for conveying sheets to the point where they are required for corrugating or packing, and there are several tracks across the building from this track with turntables connecting them with the main track in the centre of the building.

MONTREAL JOBBERS ORGANIZE COMMITTEE.

A strong committee has been organized at Montreal to arrange for the entertainment of the members of the Ontario Retail Hardware Association who visit Montreal on the Excursion dated to leave Toronto by the R. & O. Steamer Kingston on August 23.

The committee composed of George Caverhill, Caverhill, Learmont and Co.; C. W. Davis, Frotheringham & Workman; Robert Starke, Starke-Seybold, Limited; A. E. Hanna, Dominion Wire Company; Fred. C. Lariviere (chairman), and Dakers Cameron, Canadian Manufacturers Association (secretary), is now arranging the program.

In reference to the announcement of the excursion made in Hardware and Metal of July 17, M. S. Madole, Napanee, writes: "I have just been reading in Hardware and Metal about the excursion to Montreal and am sure few will want to stay at home if they can get away to enjoy the exciting inducements held out to him."

S. L. Adolph, Listowel, also writes: "I have carefully read over the article about the excursion in Hardware and Metal. It is well explained and I have fully decided to join the party, so you can reserve a berth for me. It will certainly be a good educator to any one in the trade and the money it costs will be well spent."

Another hardwareman in Peel county writes Treasurer Caslor to enroll him as a member of the Association as he wants to join the excursion party.

Reservations are being made almost daily by old members of the Association and a good crowd is assured.

ESTIMATING AIR SPACE FOR HEATING.

The problem of furnace heating and ventilating is a fascinating study, and the more we indulge in this study the more interesting it becomes, says the American Artizan.

The basic or underlying principle that governs the experienced furnace man is a strict adherence to the rules entering into the problem, and if his conclusions are reached by those rules on a logical basis, instead of the use of "thumb rules," failure and condemnation will be replaced by success and commendation, and the agreeable outcome of success and commendation is increased business and larger profits.

One of the first rules a furnace man should learn is that of determining the amount of cubic feet of air space to be heated, and in this calculation it is necessary to take into consideration the relation of exposed walls and exposed glass surface to the room or building to be heated. Some consideration, too, must be given to the relation of an adjoining unoccupied property, the loss of heat by transmission in this party wall must be overcome by a proportionate allowance in the total equivalent cubic feet or in the capacity of the furnace, for extra firing when that feature becomes necessary.

A simple rule for determining the equivalent cubic feet is, to the cubic feet in each room add for wall and glass exposure as follows (one-tenth of each square foot of wall exposure being equal in cooling effect to seventy-five cubic feet, and one square foot of glass exposure being equal in cooling effect to seventy-five cubic feet.)

First, obtain the cubic feet by multiplying the length by the width of the room and by multiplying this result by the clear height of the ceiling.

Then multiply 10 per cent. of the net wall exposure by 75, and add this amount to the total.

Then multiply the glass exposure by 75 and add this amount to the total cubic feet, and the cubic feet, the multiplied 10 per cent. of the net wall exposure and the multiplied glass exposure will constitute what may be called equivalent cubic feet; that is to say, the total will be equal to the cubic feet to be considered in determining the size of the furnace, the size of the warm air pipes and the size of the registers that will be required to heat the house.

Is Your House Warm?

That's the question to ask some of your customers. The house that is warm in winter is cool in summer. Our ***TARRED FELT*** and ***READY ROOFING*** and ***BUILDING PAPERS*** just meet such cases. ***DEMONSTRATE*** the brands you know to every owner of property. You will make a good friend for us and for yourself. ***OUTBUILDINGS*** and all the Stables, etc. can be made as cosy as possible by just a suggestion of common sense ***BUILDING PAPER.***

JOLIETTE and CYCLONE SHEATHING

WE ALSO MAKE WRAPPING PAPERS OF ALL KINDS

BLACK DIAMOND TARRED FELT

2 and 3 Ply

ALEX. McARTHUR & CO., Limited

82 McGill Street — MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ....per lb...	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.........	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal Extra, 21c per lb.; No 1, 10c.; 2, 8c.; 3 7c; Langwell's antifriction metal (special). 1 c.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb......	0 22
Tubing. iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot..........	14 25	14 00
Cut lengths, round, bars, ½ to 2 in...		21 00
Plain sheets, 14 oz.....		21 00
Plain, 16 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base..............		26 00
Braziers' (in sheets). 4x8 base		20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60

Galvanized—	Dom.Crown.	Ordinary
18x24x52	4 45	4 25
60..................	4 70	4 40
20x28x80	8 90	8 70
	9 40	9 90

CORRUGATED GALVANIZED SHEETS

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20....	3 70	3 50	3 65	....
22-24....	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. .... " 28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		19 25
Middlesboro, No. 3 pig iron..	16 75	19 50
Summerlee, No. 2 " ..	19 00	20 00
Carron No. 1	20 50	....
Carron ,special......	19 50	....
Carron, soft	19 00	....
Cleveland, No. 1	17 50	20 50
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron........	32 00	32 50
Ferro Nickel pig iron (Soo)....		25 00
Angles......... .. ..base	2 60	2 60
Common bar, per 100 lb......	1 85	1 95
Forged iron	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel...........	1 85	2 05
Sleigh shoe steel............	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel......	0 15	0 15
Toe calk steel...............	2 35	2 50
Mining cast steel...	0 07½	0 08
High speed	0 60	0 60
Capital tool steel...........	0 50	....
Cammell Laird		0 16
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel..............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 50 32 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C,14 x 20 base	....	$6 00
IX, 14 x 20 "	....	6 50
IXX, 14 x 20 base	....	7 50
Raven and Vulture Grades—		
I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

'Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base..........	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 25

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	...	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 6 75
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 50	3 00
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, 1c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks...................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass....	0 10	0 09¾
" yellow brass	0 08	0 08¼
Light brass................	0 06½	0 06¾
Tea lead.......	0 02½	0 02½
Heavy lead................	0 02¾	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No.1	14 50	14 00
Stove plate...............	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers....	0 07½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick - Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c
Kerr Jenkins' disc, standard valves, 62½ p c
Kerr copper alloy disc standard globe, angle and check valves 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p c; Jenkin disc and quick opening h t water radiator valves, 7 p c
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged 62½ and 10 p c.
Kerr N P Union elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " " ...... "	1 65
No 7 Fuller " " .... "	2 00
No. 4½. " .... "	2 00
Patent Compression Cushion, basin cock, hot and cold, each..........	$1.25
Patent Compression Cushion, bath cock, No 2208, each....	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC

Bathtubs, 5 feet 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30 $7 85
Flat rim sinks, 15 x 24, $2. 18 x 30, $2.35; 18 x 36, $3 50
Low down closet combinations, $14 50.
Laundry tubs, double, complete, $25

HEATING APPARATUS

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch........	2 03	¼ inch........	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 16	¾ "	4 31
1 "	4 54	1 "	6 19
1¼ "	6 19	1¼ "	8 44
1½ "	7 43	1½ "	10 13
2 "	9 90	2 "	13 50
2½ "	15 81	2½ "	21 56
3 "	20 76	3 "	28 31
3½ "	26 13	3½ "	35 63
4 "	29 70	4 "	40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 70 standard bushings, 70; headers, 70; flanged unions 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb... ..	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping.......................	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)........	0 01
Sugar of lead...........	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons..........	0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums.........	0 17½

PIGMENTS.

Orange Mineral, casks	[illegible]
" 100-lb. kegs........	[illegible]

A Leader in the Shaving Line is the "Pyramid" Razor

Retails at $2.00

It is the biggest $2.00 value on the market, is of a high grade magnetic steel, thoroughly ground, evenly tempered, and has an edge that is "made to shave." We are actual manufacturers — not mere assemblers and fitters together.

SOLD BY ALL LEADING JOBBERS IN CANADA

Nixon & Winterbottom, Limited, Sheffield, England

N TRADE MARK W

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins..	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins ...		1 60
Canada Paint Co.'s pure, qt tins ...		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C..		1 35
Brandram-Henderson s "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure, ...		1 60
Senour's Floor Paints.....		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel.....		1 75
Island City pure paints.....		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints.....		1 25

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls..... ..	0 16½
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 65 0 65
Linseed Oil, " raw..	0 64 0 64
" " boiled	0 67 0 67

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 35
Decorators' Pure	5 85	6 10
No. 1 Canadian	5 50	5 75
Munro's Select Flake White..	6 10	6 35
Elephant Genuine	6 10	6 35
Tiger Pure	5 75	5 85
Monarch (Windsor)	....	7 00
Essex Genuine.....	....	6 00
Brandram's B. B. Genuine ...	6 75	7 00
" Anchor," pure	5 65	5 90
Ramsay's Pure Lead	5 65	6 00
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure...	5 50	5 75
Island City pure lead.....	5 50	5 75
Sanderson Pearcy's	....	6 00
Robertson's C.P., lead.....	5 60	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs. "	5 00	5 00
No. 1, casks, per 100 lbs..... ...	4 00	4 00
No. 1, kegs, per 100 lbs	4 50	4 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26....	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	....	0 70
Gilders bolted in barrels.....	....	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M..... .. .	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels.....	1 75
Pure Orange, "	1 70
No.1 Orange, "	1 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1.....		1 50
Pale durable body.....		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak.....		1 50
Furniture, polishing....		3 00
Furniture, extra		1 15
" No. 1.....		0 90
" union.....		0 85
Light oil finish.....		1 30
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan.....		0 90
Benzine black japan		0 70
Crystal Damar.....		2 50
No. 1 "		2 25
Pure aspnaltum.....		1 40
Oilcloth.....		1 50
Lightning dryer		0 75
Elastilite varnish.....		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish ..		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize" Interior Finish....		2 40
" Flint-Lac," coach.....		1 80
B. H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline.....		2 50
Fla tine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish ..		2 0

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll.....	0 70
O. K. paper, No. 1, per roll....	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll ..	0 45
Tarred Fibre, No. 1, per 400 ft. roll..	0 55
Tarred Fibre Cyclone, 25 lb , per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb .	0 40
Tarred Felt, 7 oz., 50 lbs....	1 8
Plain Surprise, per roll.....	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs..	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb .	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre. 32" & 60', per 100 lbs....	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll.....	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.....	1 00
Refined Coal Tar, per barrel.....	4 50
Shingle varnish, per barrel....	4 50
Caps, per lb.....	0 06
Nails, per lb.....	0 05
Mop cotton, per lb....	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 70	1 75
Belgium.....	1 60	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood	3 40	
" Iron Clad " cotton.....	2 10	
Iron Clad " paper.....	2 15	
wood.....	2 25	
Fire brick, Scotch, per 1,000	27 00	30 00
" English.....	17 00	21 00
" American, low	23 00	25 00
" " high.....	27 50	35 00
Fire clay (Scotch), net ton	4 95	

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet....	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net..	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., ...	6 50
" " 10-in. and larger ..	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in.... per 100 lb.	4 25
over 12 in..... "	3 25

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.75; No. 120, $16 10.
Screen door sets No. 2250, $14 95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—	
¼ x 5..... per gross	2 25
5-16 x 5 . .... "	3 40

Bright wire screw eyes and hooks, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes. 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 50 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 20
Solid, 3 to 2 lbs	0 95

SASH CORD.

No 12, per lb	0 17

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs.....	5 70
Bed, 100 lbs., No. 14.....	6 75
Blind, per lb.....	0 12

TOOLS AND HANDLES

ADZES.

Carpenters', per doz.....	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit, "	9 60	11 00
Bench Axes.....	6 75	10 00
Broad Axes.....	22 75	25 00
Hunters' Axes.....	5 00	6 00
Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	4 50	6 85

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross..	0 65	0 80
" lead pencils, per gro	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in , doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz...	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 53

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities. 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, oz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz , doz ..	1 25
" hickory handle, 1 lb., doz .	6 35
" straight claw, 1 lb., doz....	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting ½ lb., doz.....	4 50
Machinists, ½ lb., doz	3 2

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz.... .	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round 5 inch. per doz	2 40
Caulking, No. 8, oak, per doz....	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $5 dozen
Picks, 17 cents per lb.
Pick handles, $1.35 dozen.
Prospectors' hammers, 20 cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

Look at This for a Dainty, Attractive Line

These knives are put up in half-dozen lots, in white satin-lined boxes. The cut shows the plain 12-dwt. quality, with swedged blade. This is a good line to push at all seasons, and particularly just at this time.

COMMUNICATE FOR OUR CATALOGUE

THE McGLASHAN CLARKE CO., Limited, Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont. DAVID PHIILP, 291 Portage Avenue, Winnipeg, Man.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz...... ...	1 15
Ivory, No. 1282, 2 foot, each....	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 15 per cent

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

adian discount, 40 p c.

SCREW DRIVERS.

Sargent's ....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 p.c; No. 3 and 4 grade, 45 p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft, each....	0 94
" steel, No. 264, 66 ft., each ...	3 15
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith........................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	. ..	50
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail...............	....	4 25
Crown	......	4 85
Crescent........	....	6 50
Sovereign...	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen......	2 25
Defiance, dozen...............	2 75
Gem, dozen	7 50

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross	....	9 00
" " ½ " .... "	....	10 00
" " ⅝ " .... "	....	12 00
Leather, 1-inch ......per doz.	....	4 00
Leather, 1¼ " ...... "	....	5 20
Web................. "	....	2 45

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31
Niagara Spray Nozzles, doz	8 30

Less 5 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in......	0 70
" " neckyokes, 36 in......	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in ...	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..............	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11¼
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½
Buckworth, per lb........	0 10½

VISES.

Wright's......................		0 13½
Berg's, per lb.......		0 1[illegible]
Brook's......................		0 1[illegible]
Pipe Vise, Hinge, No. 1......		3 50
" " " No. 2		5 50
Saw Vise	4 50	5 00
Buckworth, per lb		0 12

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts....................	60
Bolt Ends......................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list......	75

Nuts, square, all sizes, 4¼c. per lb. off
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
C ewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d............................	3 80	3 25
3d............................	2 85	2 95
4 and 5d.........	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d....................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.

Bench, wood ....per doz.		5 00
" iron	"	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent

SPORTING GOODS.

CARTRIDGES

"Dominion Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20. per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c,

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring, 40c.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's..............	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Clauss, 50 and 25 per cent.

PLATED GOODS

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and
Hutton's "Cross Arrow" flatware, 42½ "Singalese" and "Alaska" Nevada ver flatware, 42 p.c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40 pruning, 70.
Seymour's, 50 and 10 per cent.

CLAUSS PERFECT STROPPER

The latest thing out. The article with merit. The only automatic Stropper on the market which gives perfect satisfaction. Sold under a positive guarantee.

Anyone, no matter whether he knows how to strop a razor or not, can do so on this automatic Stropper. This is now the only way to strop a razor.

Clauss Perfect Stropper retails for - $2.50

MERCHANTS, WRITE FOR TRADE PRICE

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : . : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.
Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p c.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.
Asbestos mats, 50 p c.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	...	0 60
Toasters, 50 p.c		

LAMP WICKS.
Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 [illegible]0

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.
Common, cork-lined, 35 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.
Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.
Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast....per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen	10 00

Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE
Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

PIECED WARE.
Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES
Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS
Lithographed, 60 and 10

OIL STOVES AND OVENS
Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, discount 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p c.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMINGS.
Discount. 45 per cent.
Plain and retinned, 75 and 12½

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½ $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6″ to 11″, discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.

Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.

$2.25 base f.o.b., Montreal.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lb., Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2 25; 10, $2.75; 11, $2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style............per doz.	8 10

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	78 75
Square " "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz.	42 25
Improved Royal Canadian, 11 in.	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in.	45 75
Ottawa, 3 year, 11 in.	52 00
Favorite 5 year, 1 in.	53 00

20 per cent.

MISCELLANEOUS

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.
Berg's wing pump, 75 per cent.

ROPE AND TWINE

Sisal		0 09
Pure Manilla		0 11
"British" Manilla		0 09½
Cotton, 3-16 inch and larger	0 21	0 22
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 08½
" double		0 09
Sisal bed cord, 48 feet........per doz.		0 65
" " 60 feet "		0 80
" " 72 feet "		0 95

Twine.

Bag, Russian twine, per lb.	....	27
Wrapping, cotton, 3-ply	....	0 25
" 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08¼
500 " standard	0 08¼
550 " " manilla	0 09¼
600 " " "	0 11¼
650 " " "	0 13

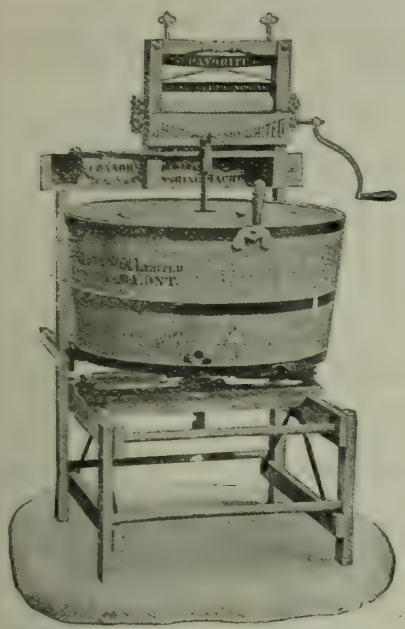
Car lots, ¼c. less; 5-ton lots, ⅛c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales. 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb.	per ton	20 00	[illegible]
" under 40 lb.	"	....	4 00
200 lb. and over		....	[illegible]



CONNOR BALL-BEARING WASHER.

The only machine with removable tub. Malleable iron castings, strong stable stand and wringer bench, easily operated. Washes clean. Shipped crated, set up ready for business.

WINNER Rd. Cog Covered.

Roller bearing. Removable fly wheel, gears enclosed, cap opens for oiling. Dolly raises and lowers, turns clothes, washes all parts equally well. Turns easy. Shipped crated; casting on ready for business, when legs are put in sockets.

These

FOUR

Distinct

Types of

Washing Machines

the

RESULT

of 35 years experience

Mean for you

More business

Better profits

Satisfied customers

Order to-day

Territory for Live Dealers.

J. H. CONNOR & SON,

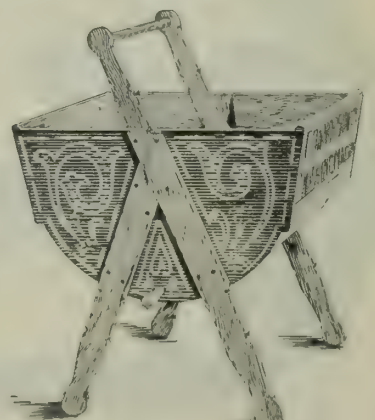
Limited

OTTAWA, ONT.

CONNOR HIGH SPEED.

Patented February, '09.

The only machine having gear completely enclosed. Fly wheel under tub, double ball bearings, operates by foot or hand lever, or both. Shipped crated set up ready for business.



"CONNOR IMPROVED."

Well known, well liked. Large, light, well made. Water does not splash out. Washes clean.

AGENCIES---E. B. Horsman & Son, Vancouver, B.C.
Hinds, McMillan & McCombe, Winnipeg, Man.
Delorme Bros., Montreal, Que.
G. L. Cohoon, Charlottetown, P.E.I.

Investigate this Fireless Cooker Proposition

The Chatham Jewel Fireless Cooker heightens food's value 50 and cuts fuel bills in two. We can prove it.

We want to help you make money with that latest boon of the domestic scientist—Fireless Cookery—as best exemplified in the Chatham Jewel Fireless Cooker—the "Aluminum Gem." This invention, originally of German origin, has been radically improved upon by the Manson Campbell Co., of Chatham, and presents a perfect solution of the cooking problem. Mr. Dealer—it has a future before it as great as the cook-stove or the sewing machine! Study this message carefully.

The Chatham Jewel Fireless Cooker is of striking value in this climate of intensely hot summers.

The Principle is Quickly Grasped

Chatham Fireless Cookers are made in different sizes and with variants in the application of the guiding principle which is: cooking without a flame, by Scientific Retention of Heat. It is an over and over proven fact, that food once heated to the necessary degree cannot be wisely heated beyond that point nor is continuous application of that heat necessary if the first modicum of heat can but be preserved. It is also universally known that food cooked in the ordinary way loses as much as 50 % of its nutritive value through escaping steam and vapours. The Chatham Fireless Cookers, with their hermetically-sealable, perfectly sanitary Aluminum cooking utensils, solve both these problems absolutely, definitely, and can be sold under our iron-clad guarantee that they will do everything claimed for them. That means that every experimental stage is passed. Be sure of that!

Shows the Chatham Jewel Fireless Cooker, the most perfect cooker yet devised.

How it will Help You

Figure it out for yourself. The Chatham Fireless Cookers are a proven success. The margin in them is generous. The market is as wide as the land itself. Just summarize their good points thus: (1) They lower General Kitchen cost for fuel 50 %, and save 75 % to 80 % of fuel actually used in the cooking. (2) Once the food is placed in the Chatham it releases the housewife of all care or concern. It does its own cooking. Does away with the Kitchen Help problem. (3) Insures a hot meal and a cool kitchen. It throws off no heat. (4) Foods cooked in the Chatham Fireless Cookers are 75 % better flavoured for the meats, vegetables, etc., are cooked right in their own goodness. It really does all these things. We can prove it. Be first in your section with this last and greatest boon to women kind—investigate the Chatham Fireless Cooking proposition. Write us to-day.

Let us Prove Everything we say.

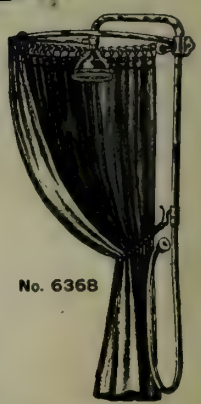
Every Home in the Land Wants One.

The Manson Campbell Co., Chatham, Ont.

Get one with the rest while they last—which won't be very long.

Delivery is subject to stock on hand upon receipt of order.

$15.00 BATH SHOWER FOR $9.75



No. 6368

All brass nickel-plated shower, with 3-4 inch heavy seamless drawn brass tube. Rubber curtain with rings, and six feet half-inch rubber tube with patent hold-fast bulb.

Curtain Ring 26 inches diameter. 5-inch Shower. Curtain 66 x 78 inches.

REMIT WITH ORDER

The JAMES MORRISON BRASS MFG. CO., Limited

PLUMBERS' SUPPLIES : : : : : TORONTO, ONT.

A Practical Pointer to the Trade

Collapsible Carts — TORONTO Gendron CANADA — **Reclining Carrier**

The cut on the left shows one of our most up-to-date and convenient carriers—No. 206—while the cut on the right depicts one of our well-made, strongly-built collapsible carts—No. 291. These are only samples of our extensive range, which afford dealers a good profit and help to widen their opportunities by strengthening their hold on family trade.

MADE IN CANADA. SEND FOR OUR CATALOG.

THE GENDRON MFG. CO., LIMITED
TORONTO, CANADA

BLACK JACK

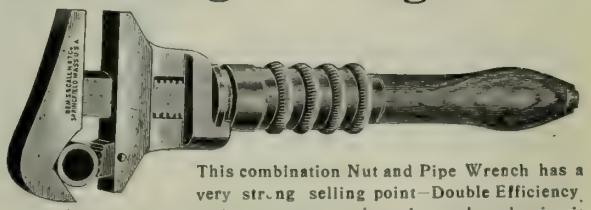
THE BEST FAMILY POLISH MADE

TRY IT.

SOLD BY ALL JOBBERS

¼-lb.tins—3 doz. in case

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic—it saves him time and trouble. You can sell a lot of these wrenches—Make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

Bone Cutters

This is a favorite size. We make other sizes, from

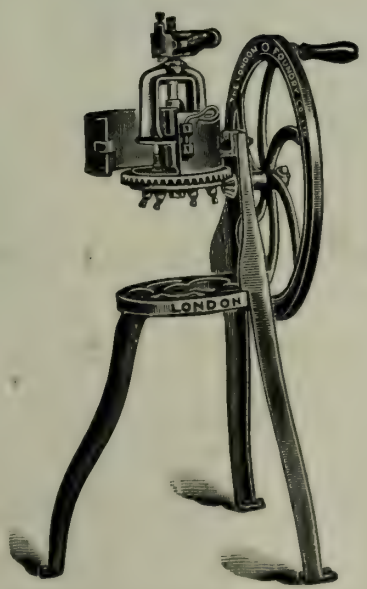
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.



Send at once for catalogue and prices

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Screw Top Oiler

For Local Trade

You can't do better than Stock these Lines

"IXL" Spring Top Oiler

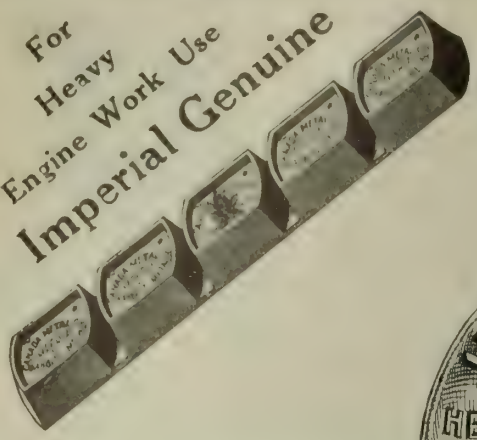
For Foundry, Machine Shop or Farmers' use. Both good general purpose cups.

Made of cast brass and well finished. Very reasonable in Price

ALL LEADING JOBBERS STOCK THEM

Manufactured by

PENBERTHY INJECTOR CO.
Limited
WINDSOR, : : : : : ONTARIO



Three Specials

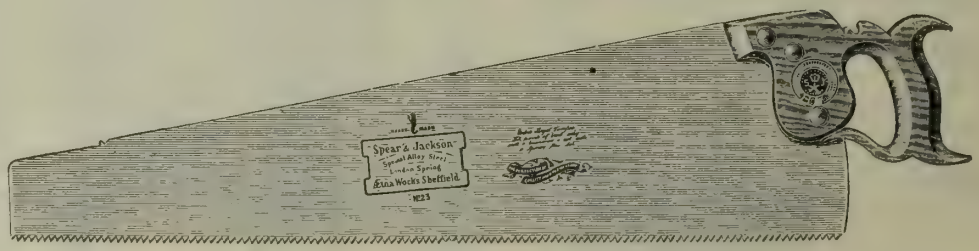
Manufactured

For All Ordinary Machinery Requirements

The Result of 20 Years Experience

The Canada Metal Co., Ltd., Toronto

LOOK OUT!



¶ Live business men should always be on the look-out for new lines which are going to take on, because by not carrying them they lose trade and reputation.

¶ We recommend them, therefore, to be quickly on the trail of our new No. 23 Handsaw, which has already met with great favour, partly because men wanted a straight back to compare in quality with our 87 and 87A, and partly because we have hit on a mighty good thing in our new alloy saw steel.

¶ There's "just a little something" in it which makes the difference your customers will notice.

SPEAR & JACKSON, LTD., SHEFFIELD.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

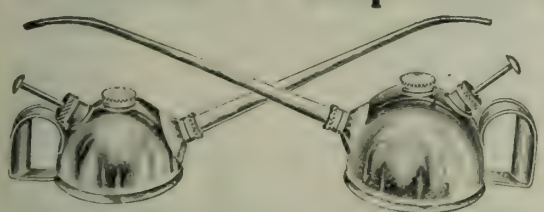
Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

Howland's Pump Oilers



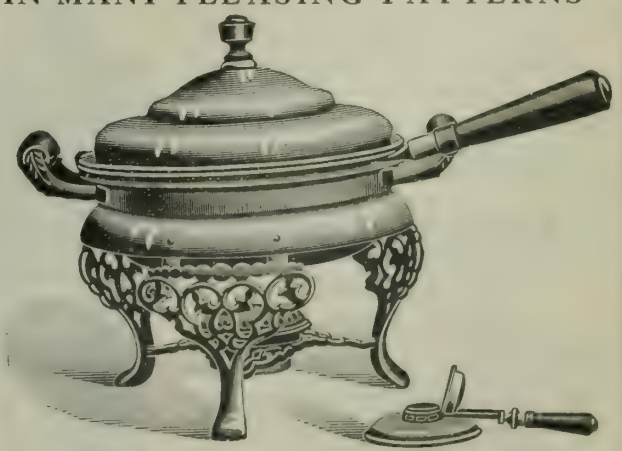
For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

Chafing Dishes

IN MANY PLEASING PATTERNS



This is one of our leading styles. We make them in both nickel and silver plating. The capacity is three pints. Patent asbestos forced draught lamp with each dish, or Peerless regulating lamp. Handles are of rubberoid or stag-horn. Our catalogue will interest you.

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McIntosh & Co., 51 Yonge St., Toronto

"Brantford" "Roofing"

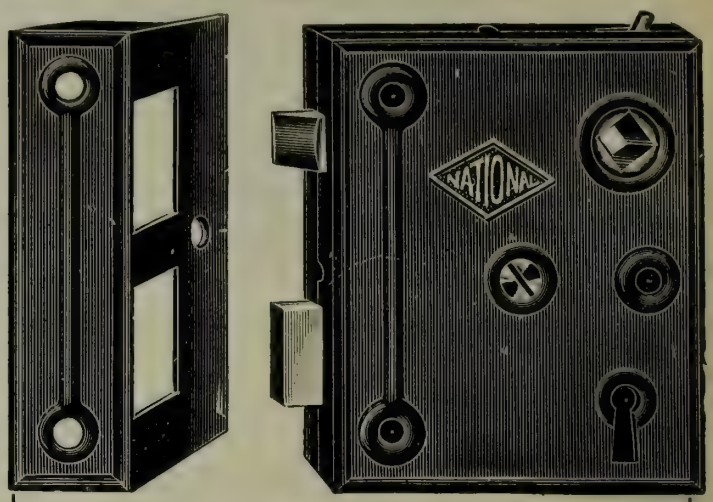
FREE

A Series of Retail Ads.

We have had a series of roofing advertisements prepared, at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads are bound to create a strong impression in favor of "Brantford" "Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Branttord" "Roofing," it's time you were. Better write for our prsposition.

Brantford Roofing Co., Limited
Brantford - Canada
Montreal Branch: 300 St. James St., Montreal, Que.

Yields easy to a Key but never to pressure or force.



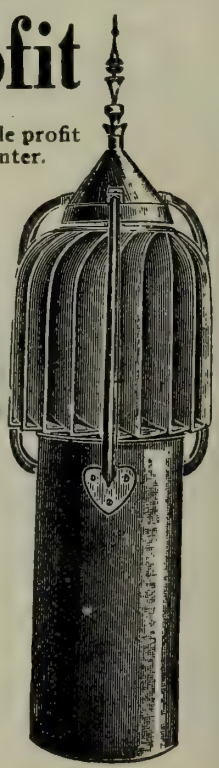
National Steel Rim Lock

It is the most satisfactory lock on the market today. The Dominion, No 3800 is one of the leaders of the National brand.

ASK YOUR JOBBER FOR IT.

NATIONAL HARDWARE CO., LIMITED
ORILLIA ONTARIO CANADA

Double Profit



Mr. Hardwareman, you know how little profit there is in many lines sold over the counter. We offer you a chance by a little missionary work to greatly increase this.
You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our

J. W. Harris Rotary Ventilators
THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, Dec. 2, 1905
J. W. Harris Mfg Co., Ltd.,
Montreal
Dear Sirs,--
We have been using several of your "J. W. Harris Rotary Ventilators" for the past five years, and we are glad to say that they work very well and answer to all the purposes for which we have bought them.
They have always given satisfaction.
Yours truly,
H. GODIN, General Manager.
—*La Presse.*

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

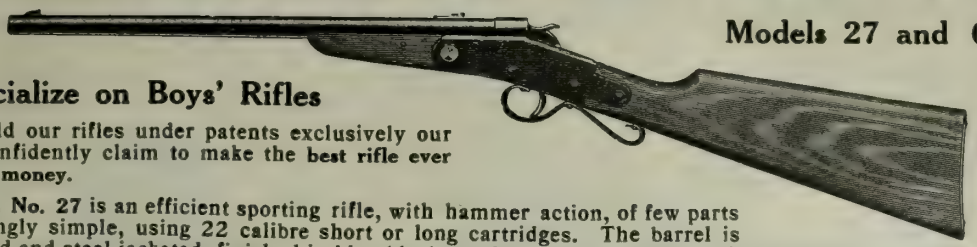
The J. W. Harris Mf'r. Co., Ltd.
Genera' Contractors and Manufacturers
Montreal

SALES IN JUNE:

Simcoe Canning Co., Standard Machine.
B. Greening Wire Co., Standard Machine.
Canadian Westinghouse Co., Standard Machine.
P. McIntosh & Co., Toronto, Style C.
Whitman & Barnes Co., St. Catharines, Style C.
Robinson & Co., Edmonton, Standard Machine.

HAMILTON STAMP & STENCIL WORKS
SOLE AGENTS FOR CANADA
HAMILTON, - ONTARIO

Quick Sellers **HAMILTON (22 Calibre) RIFLES** Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

One of Our Leaders

"King Cutter" Razor Strop

Men are commencing to realize that a razor must be stropped correctly to give a smooth, comfortable shave. The "King Cutter" Razor Strop is made of extra fine Russia leather, mounted on fine black enamelled wood. Your razor will always be in perfect condition and will require no honing if you use this strop.

Write for our free booklet

"Some Pointers for Gentlemen Who Shave Themselves"

McGill Cutlery Co., Reg'd — P. O. Box 366, Montreal

Our Electric Welded Chains

have shorter links than the knotted chains and are alsos moother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

DIRECTORY OF MANUFACTURERS

CARBON COPIES.

Counter Check Books
"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CHILLED SHOT.

ABBEY IMPROVED CHILLED SHOT COMPANY, LIMITED
Sole Manufacturers of Improved Chilled Shot and Makers of Hard and Patent Shot
Newcastle-on-Tyne
Samples sent on application
Before buying elsewhere send for our prices

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.
BALL BEARINGS
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webster & Hilger, Limited, special New York Representatives, 106-110 Lafayette Street

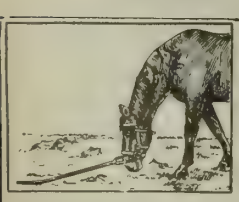
ELECTRIC DRY BATTERIES.

TRADE MARK.
NINE LIVES
X CELLS are the only Dry Cells which show NINE LIVES.
You'll make money in handling them. All standard sizes.
Electrical Specialties, Limited
TORONTO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

HORSE POKES.


SURPRISE PATENT
HORSE POKE
The only Poke that will stop a horse. Ask your Jobber, or write
JAMES & REID, Perth, Ont.
Sole Manufacturers
Write us for feed cooker and steel ladder catalogue

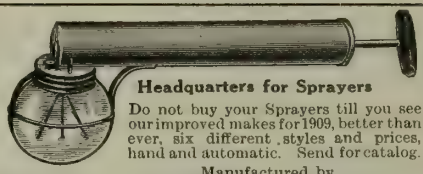
GALVANIZING

GALVANIZING
Write for Prices
THE CANADA METAL CO., LIMITED
TORONTO, ONT.

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

HARDWARE SPECIALTIES


Headquarters for Sprayers
Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.
Manufactured by
THE COLLINS MFG. CO., TORONTO.

MANUFACTURERS' AGENTS.

COULSON AND BLAIKIE
Manufacturers' Agents
459 St. Paul Street : : Montreal
We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.
Our connection is with the Wholesale Hardware Trade

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

METAL PRODUCTS.

Estab. 1880 Bell Tel. East 419
MONTREAL SMELTING AND REFINING WORKS
Geo. Langwell & Son, Montreal, Que., Can.
Smelters and Refiners of all Metal Products
Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.
Get Quotations

NAILS.

JAMES PENDER & CO., Ltd.
ST. JOHN, N.B.
Manufacturers of
Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp
Horse Nails, Etc.
Best in Canada

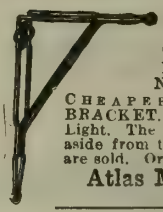
PORTABLE OVENS.

BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
The Warren Mf'g Co., Limited
Toronto, Ont. Phone M. 274

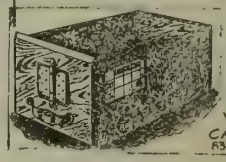
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.


Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.
Atlas Mfg. Co., New Haven.

SHELF BOXES.

Goods Well Displayed are Half Sold!

The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
63 Richmond St. W. Toronto.

STEEL TANKS.

Steel Tanks
Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
The Steel Trough & Machine Co.
TWEED, ONT. LIMITED

TOOLS.

ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U. S. A

VENTILATORS.

Ventilators and Chimney Cowls
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
7 Pontiac St. - Montreal

321

Orders on hand are heavier than we have ever known heretofore, but we have room yet for a number of new customers who will swell the ranks of satisfied users of

McDougall Pumps

We tell the same old story of quality first and price as easy as possible for you. Come, let us get together. "Aremacdee" is a guarantee.

The R. McDOUGALL CO.

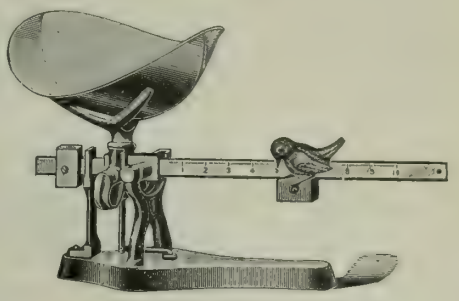
Galt, Canada LIMITED

Household Scale

Capacity, 1 oz. to 10 lbs.

No Weights Required.

All the Weighing is done on the Beam.



This is a Scale that is needed in every household, especially at ***Preserving Season.***

The Scale has nickel-plated Beam and strong Tin Scoop.

It is light, neat, durable, reliable and accurate.

It is easily handled, and when not in use takes up very little shelf room.

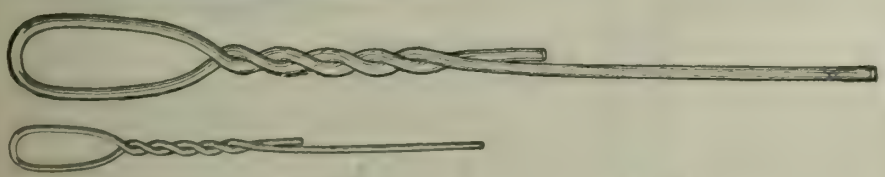
The Burrow, Stewart & Milne Co., Ltd.

Manufacturers ***Hamilton***

Annealed Hay Baling Wire

supplied in lengths, cut and straightened any size

and



Single Loop Bale Ties

ALSO

Wire Nails, Wood Screws, Bright Wire Goods

Specify for "Dominion" Goods—Quality Guaranteed

Dominion Wire Manufacturing Co., Ltd., Montreal

Any fence that will not stay up and stand the strain is of but little use.

Dillon Hinge Stay Fence

is the kind that will outwear and outdistance all others in the race of strength and durability. It is specially strong, and has the famous hinge stay which allows the laterals to bend without in any way breaking down the uprights.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Canadian National Exhibition

TORONTO

Aug. 28th—1909—Sept. 13th

Admiral Lord Charles Beresford will open this year's Exhibition.

Industries in the process of manufacture a feature.

$100,000 in Premiums and Special Attractions.

FOR ALL INFORMATION, WRITE

GEO. H. GOODERHAM, M.P.P., President

J. O. ORR, Manager

The **AYLMER**

Double Cylinder Double Acting Hand

Force Pump

Only pump made that has no leather or rubber valves and requires no packing of any kind.

This pump has two individual cylinders working alternately and therefore throws a continuous stream and makes a wonderful hand force pump for all purposes.

All lines of Pumps and Scales always in stock.

Write for Catalogue and Prices.

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

TRADE MARK KEYSTONE BRAND REGISTERED

BROOMS

These three lines never fail to please:

KLONDIKE
JUBILEE
STERLING

Manufactured by

STEVENS-HEPNER CO.
LIMITED

PORT ELGIN, - ONTARIO, CANADA

NEPTUNE UNRIVALLED PATENT STEEL WIRE

is the Strongest, Most Elastic and Most Economical Wire on the market. The 12½g. and 14g. will save you over 60 per cent. as against Nos. 8 and 10 gauges ordinary wire. Does not sag in summer nor snap in winter.

	Breaking Strain	Length per 100 lbs.
"NEPTUNE UNRIVALLED," 12½g	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g	1125 lbs.	471 yds.
"NEPTUNE UNRIVALLED," 14g	730 lbs.	2000 yds.
Ordinary Galvanized Wire, 10g.	720 lbs.	729 yds.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft' 'Carlswerk, M. E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

L. E. DUBUC

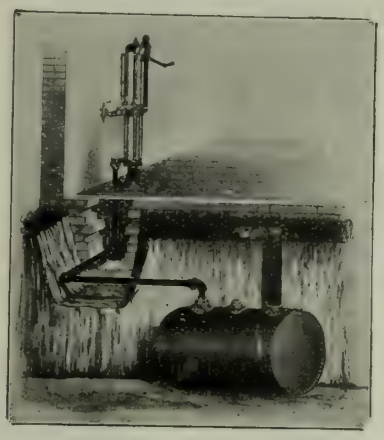
MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

CORRESPONDENCE INVITED - REFERENCES

Keep Your Gasolene Outdoors

Store it in a Steel Tank Buried Under Ground



Cut 42. Long Distance Storage Outfit.

The Bowser will keep your property absolutely safe from gasolene fires and explosions because it keeps explosive gases from forming.

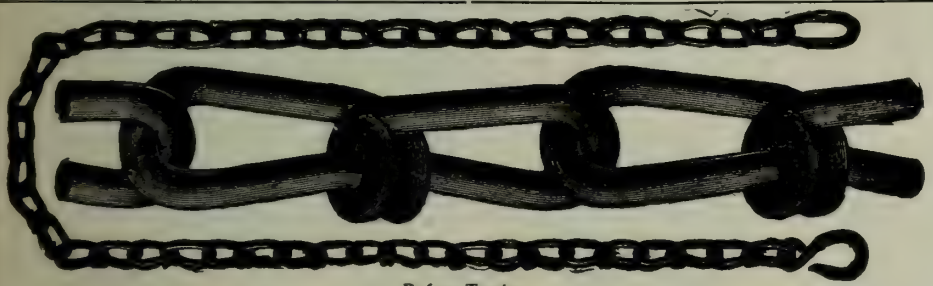
It will increase your profit on gasolene because it stops the usual loss of from 15 to 50 per cent. through evaporation, leakage and waste.

The pump is all metal and will last a lifetime. It will discharge a pint, quart. half-gallon or gallon at a stroke. Is fitted with a computer which shows at a glance the exact money charge for any quantity pumped.

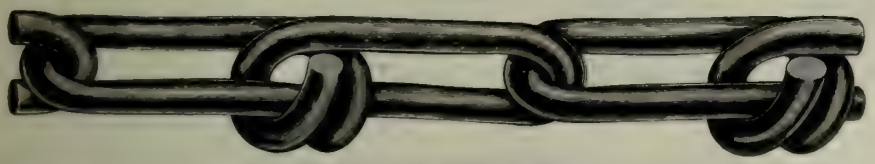
The Bowser costs you nothing because it pays for itself by its own saving of gasolene. Ask us to send Gasolene Catalog 5445. It's free.

S. F. BOWSER & CO., Limited
66-68 Fraser Avenue, Toronto

If you have an old Bowser and want a new one, write for our liberal exchange offer.



Before Testing



After a Test of 2315 l.p. Strain

NEW PROCESS Steel Wire Trace Chains

At this strain the links pulled into straight lines, but did not break.

All our chains are now made under the new process.

Every chain guaranteed.

The B. Greening Wire Co., Ltd.
Hamilton, Ont. Montreal, Que.

A Little Enterprise and Confidence

With these you can sell structural steel and take care of all the business in your territory. It is a line which will give you a handsome return. There are many buildings going up, or about to be erected, in your town, which will employ steel in their construction. Who is selling it? Why not you? We will give you every assistance in closing contracts and quote you lowest prices. Do not let some other fellow step in ahead of you and carry off the profits.

WRITE US TO-DAY REGARDING OUR HIGH-GRADE MATERIAL

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

Standard Gilmour Kelly Spanish

Patterns of

AXE HANDLES

They are made from selected second growth hickory, second growth oak, and second growth ash.

All hickory axe handles are graded as follows: second growth first-class timber admitting of a little red: No. 1, half red and white; No. 2, all red, but clear and good; No. 3, defective handles from all grades.

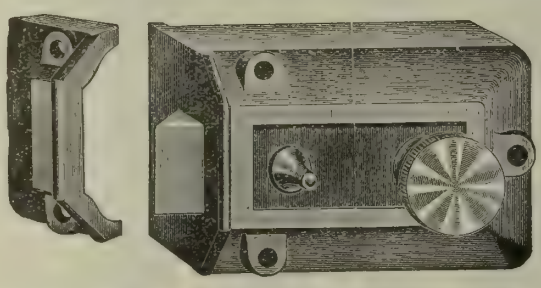
We fill all orders promptly and will be pleased to supply you with quotations.

J. H. Still Manufacturing Co.

Limited

St. Thomas, Ontario

The Spring Building Trade is just about due



Cylinder Night Latch, No. 103.

Have you the right assortment of rim and mortise locks, inside, front door and store door sets, and

BUILDERS' HARDWARE

to meet the big demand? Ask your jobber to show you the Peterborough Lock Company's line. Sold by all the leading Canadian jobbers.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario

Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.

Heavy and Shelf Hardware

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

ALLAN, WHYTE & CO.'S WIRE ROPES, IMPERIAL COTTON DUCK,
ARTHUR JAMES' FISH HOOKS, SCOTIA READY MIXED PAINTS.

General Offices and Warehouses, 174 to 196 Lower Water Street

"V" CRIMP-ROOFING CORRUGATED IRON

METAL SHINGLES AND SIDING

PAINTED AND GALVANIZED

Made from Best Quality Steel Sheets

This is a profitable line for you to handle

WRITE FOR OUR PRICES

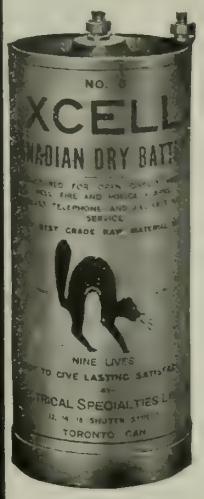
The Winnipeg Ceiling and Roofing Co.

MANUFACTURERS

WINNIPEG, - - - - - MANITOBA

John Canuck Licked Uncle Sam

In the manufacture of Electric Dry Cells.



Canadian XCELLS are better than any imported Dry Battery.

They certainly show NINE LIVES.

SHE NEVER SLEEPS, THE BLACK CAT.

Dealers who handle XCELLS make money.

Prompt Shipments from FRESH stock.

Write US for prices.

LEWIS BROS., Limited

Montreal

The house which handles satisfactory goods only

If you want the **whitest** Lead —the **finest** Lead—the Lead with the **longest life**

ORDER

Stephens

House Painters' Perfect

Made with the finest English Carbonate Lead ground in our refined Linseed Oil.
All orders for this brand shipped same day as received.

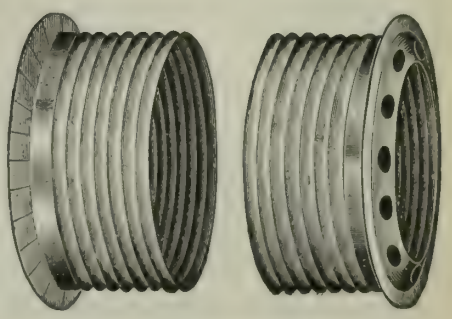
G. F. Stephens & Co., Limited

Paint and Varnish Makers

WINNIPEG and CALGARY

O.K.

Adjustable Thimbles



are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections, which screw together so easily that anyone can adjust them to any size wall or floor.

Sold by jobbers, or by the manufacturers

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE EVERYWHERE

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

18½ Toronto Street, Toronto 465 Temple Building, Montreal

RELIABLE and UNIFORM are

"Diamond Brand" Fittings

They are flawless and true; the threads are sharp and strong, while the quality and workmanship is unsurpassed.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Ltd.

OSHAWA, CANADA

NEW YORK ST. LOUIS

TRADE SECRETS IN MIXED METALS

No. 1. We may not be revealing one of them when we say a most important part of the mixture is brains.

No. 2. Owing to the nature of the business, a buyer's best safeguard is to deal with an absolutely reliable house.

QUALITY, INTEGRITY and ENTERPRISE

These are our foundation stones.

HOYT METAL COMPANY

72 Don Esplanade, Toronto

Largest Manufacturers of Mixed White Metals in the World.

BABBITT METALS, SOLDERS, TYPE METALS, CASTING METALS, SPECIAL ALLOYS

CHICAGO Write for descriptive catalog and prices. LONDON

CANADA FOUNDRY COMPANY

LIMITED

Cor. King and Simcoe Sts. - TORONTO, CAN.

MONTREAL *WINNIPEG*
HALIFAX *VANCOUVER*
OTTAWA *ROSSLAND*

MANUFACTURERS OF

Power Appliances of All Kinds

Complete Power Plants

Steam, Gas or Electric

When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

The Chicago Heat Regulator

If too hot lowers the damper, if cold it raises it. Saves coal, health, time and patience. Works the damper automatically. Thirty days free trial. Profitable line for the hardware trade.

Full particulars in free booklet.

We also make tub stands—curtain stretchers—clothes bars—ironing boards, etc.

Otterville Mfg. Co., Limited

OTTERVILLE, ONTARIO

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

TENTS

All sizes and styles, made of the highest grade duck, kept in stock, and made to order. Prices on application.

Awnings, Sails, Flags

Made on the Shortest Notice.

☞ Be sure you are dealing with the old reliable house. Established 1866.

Thos. Sonne, Sr.

Phone M. 1161 193 Commissioners St., Montreal

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK

GRANTED 1682

Sole Agents for Canada

James Hutton & Company

Montreal

"SANDERSON'S"
TOOL STEEL
"ALWAYS RELIABLE"
MACHINERY STEEL
SMOOTH AND IRON FINISH
A. C. LESLIE & CO., LIMITED
MONTREAL

NICKEL
The Canadian Copper Co.

NICKEL FOR
NICKEL STEEL
The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

3

Reasons Why You Should Have
The Sherwin-Williams Agency

1st--S-W. Paint and Varnish Products are of the highest standard quality. They can be depended upon to give satisfaction to your customers.

2d--They are well known and well advertised. There is an established demand for S-W. goods in every locality. We also help our agents move the goods from their shelves with our effective system of advertising.

3d--There is good profit in Sherwin-Williams goods. *WRITE US FOR FULL PARTICULARS*

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
CANADIAN HEADQUARTERS AND PLANT, 639 CENTRE ST., MONTREAL, QUE.
WAREHOUSES, TORONTO, ONT., WINNIPEG, MAN. AND VANCOUVER, B. C.
620

The Western Stove Makers
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.

ART GLASS

We have issued a new catalogue showing many of our latest designs, and have mailed one to each dealer. If you have not received one, drop us a card, and we will mail you another. Get in line with a CATALOGUE—There's profit in selling Art Glass.

WINNIPEG PAINT AND GLASS CO., Limited
Calgary Paint and Glass Co., Limited

Hammer the Hammer

or do anything else you wouldn't dare to do to a near safe revolver and it won't shoot. You must pull the trigger to fire it.

It's just as sure of profit to you as it is safe to its owner.

IVER JOHNSON

SAFETY AUTOMATIC REVOLVERS

Our advertising corresponds in character and extent to the excellence of our goods. Iver Johnson goods are on no premium lists and are sold only through the trade where possible.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Pacific Coast Branch; Phil B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns & Iver Johnson Truss Bridge Bicycles.

TRADE MARK IVER JOHNSON

Iron Is Moving Freely.

Are you sharing in the good trade by pushing the sale of London Rolls and Bars, the iron that is always "just right" and never has a flaw in it.

The Iron That Sells

LONDON ROLLING MILL CO., LTD.

LONDON, CAN.

The Painter Knows That's Why He Asks For

"ENGLISH" LIQUID PAINT

He knows that the shades are clean, clear and perfect.

He knows that the guarantee formula appears on the can.

He knows that the white base is

70% Pure White Lead
30% Pure White Zinc

thinned with pure linseed oil, turpentine and dryer.

It suits him. This is only one of the reasons why progressive dealers are taking up the agency.

Just send us a postal card for prices and selling plans

BRANDRAM-HENDERSON LIMITED

Montreal **Halifax**
St. John **Winnipeg**

ROSS RIFLES

ARE THE

"BULL'S EYE KIND"

MADE IN CANADA

Guaranteed for quality, FINISH, ACCURACY, STYLE, and are recommended without any qualification.

The proper TIME to push ROSS RIFLES is ALL THE TIME. Ideal vacation arms for the "OUTDOOR PUBLIC."

YOUR JOBBER CARRIES THEM. SEND FOR LATEST RIFLE LITERATURE.

Ross Rifle Company - Quebec

Up to the Times

During our career of more than a third of a century we have always been leaders in the introduction of progressive methods. As a result the quality of our goods is unquestionably the standard.

WIRE NAILS

Machine Screws, Iron, Brass and Copper Rivets and Burrs; Staples, Corrugated Fasteners; Stove, Sink, Tire and Sleigh Shoe Bolts; Bright Wire Goods; Wire—Bright, Coppered, Tinned, in coils and cut to lengths, etc.

All Jobbers Handle Our Lines

Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices — Prompt shipment.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

IT LEADS ALL OTHERS

STEEL ROLLER BARTLETT AWNING

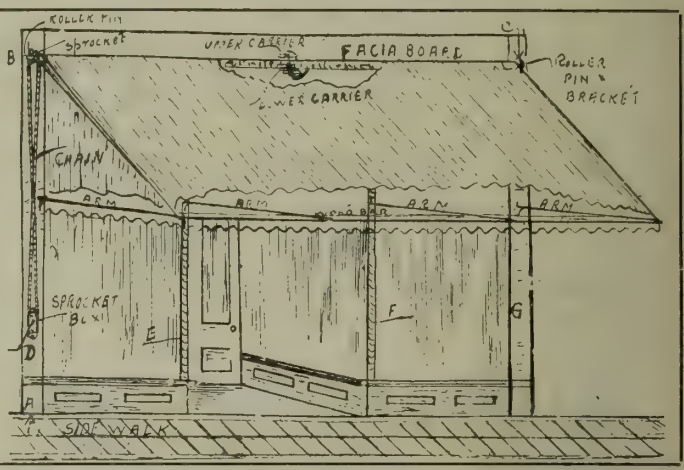
The action is smooth and even. The roller is made of three-inch tube, and is used when the store front is over 16 and up to 26 feet.

When awning is rolled up the ends fold up as in the pulley awning.

Write us about quotations; also measuring instructions if you do not know

WM. BARTLETT & SON
20 ADELAIDE ST. WEST, - TORONTO, ONT.

We have an excellent proposition for hustling agents.

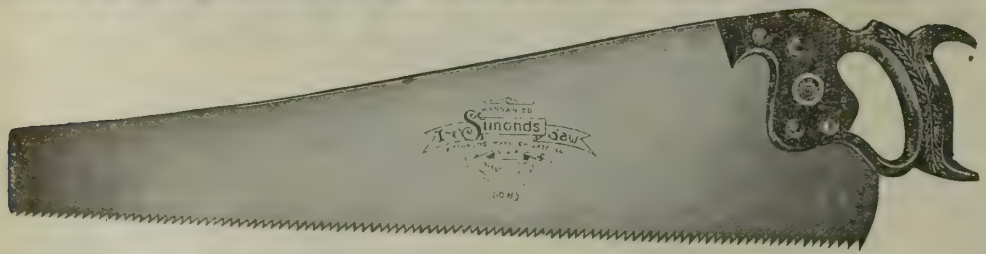


THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.
Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

THOMAS BRYAN, Limited

Announce their Withdrawal from

UNITED FACTORIES, Limited

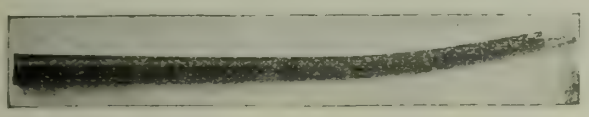
The manufacture of BRYAN'S BRUSHES will be continued at LONDON, CANADA

WESTERN REPRESENTATIVES:

WINNIPEG PAINT AND GLASS CO., Limited, Winnipeg, Calgary and Edmonton

ATTENTION!

The HERCULES reinforced shaft splice is the best adapted and the strongest and simplest for repairing broken shafts on the market.



A Post Card sent to us will give you all information.

THE HERCULES SHAFT-SPLICE CO.

STRATFORD ONTARIO

Jessop's Steel

To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England

CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.

CANADIAN OFFICES: 80 Bay Street, Toronto, Ont.
144 William Street, Montreal, Que.

THERE IS ONE THING THAT NEVER FAILS TO ATTRACT, AND THAT IS

LIGHT

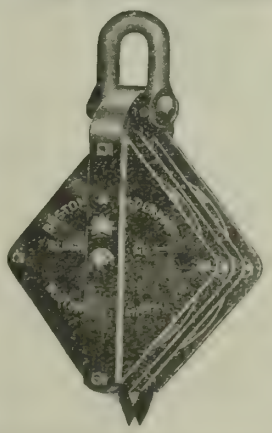
SECURE AN AGENCY FOR THE

"EMPIRE LIGHT" (Burns Coal Oil)

for your vicinity, and not only will it prove a paying proposition itself, but it will attract business in other lines.

WRITE FOR PARTICULARS

THE EMPIRE LIGHT CO., Limited, 16 Victoria Square, Montreal



STAR BRAND

BLOCKS

ASSURE
BEST — QUALITY
ALL STYLES

FOR MANILA ROPE | EXTRA HEAVY PATTERNS | FOR WIRE ROPE

On Sale By All Leading Dealers

Catalogue H M Sent Free on Application

BOSTON & LOCKPORT BLOCK CO.

116 Condor St. - East Boston, Mass.

Auto Spray

Compressed-Air Automatic

Best hand-sprayer made. An absolute necessity for every farm and garden; will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs, applying cold-water paint, whitewash, etc. Saves time, labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements on 1909 Model.

CAVERS BROS.

Manufacturers, - GALT, Ont.

KLEANOL

METAL WOOD TONIC POLISHES

Represent the highest standard of polishing efficiency.

They are money makers for YOU.

A free sample on request

NOVELTY IMPORT COMPANY

103 Church St.

TORONTO : ONTARIO

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Export Trade

Represents the Great Future Market for American Goods

Manufacturers that cultivate the field **NOW** are assured of the largest share of this trade in the future.

Our service, the greatest single power in Export Trade, enables manufacturers to get their products prominently before the trade abroad. An efficient service, covering all export markets at minimum of expense.

The aim of the **American Exporter** is and has always been the up-building of a world-wide demand for American machinery and goods. Issued in two editions each month, one in English, and other in Spanish **(Exportador Americano.)** The two together cover all countries that import American goods.

It is the only journal of foreign circulation which regularly publishes its exact circulation every month in its editorial pages.

Stronger evidence of the AMERICAN EXPORTER'S strength in its chosen field could not be brought forward than the phenomenal growth in its advertising pages during the past three years. The AMERICAN EXPORTER in net volume of advertising business carried three years ago 52 pages of net advertising; two years ago 88 pages; one year ago 116 pages; carries to-day 122 pages. Its number of regular advertisers three years ago was 325; two years ago 400; one year ago 550; and to-day 650. It is seen that notwithstanding a "panic," there is a growth in the last 12 months.

An increasingly important feature of the **American Exporter** is the Foreign Trade Service maintained on behalf of its advertisers. This service includes the sending of our representatives into foreign markets to study conditions in the interest of our clients, the furnishing of selected names of possible customers or agents in any country, commercial ratings on prospective foreign customers, translation of foreign correspondence from and into any and all languages resulting from or pertaining to the advertiser's announcements.

Representative space regularly in the **American Exporter** gives you all the export advertising you need, for this publication covers every foreign market for your goods. This publicity. coupled with our Foreign Trade Service, provides you with the necessary facilities for conducting intelligently an export trade.

May we send more particulars?

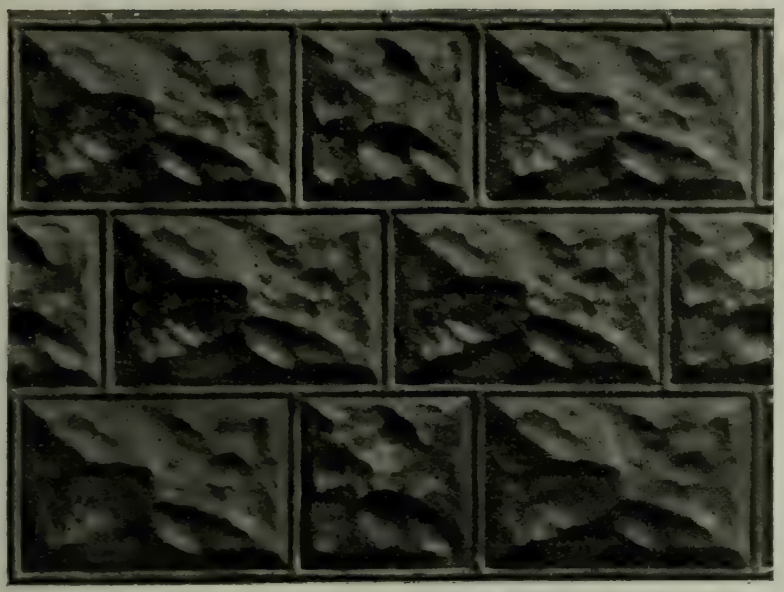
AMERICAN EXPORTER

135 William Street, New York City

Established 1877 **Conducted by Export Specialists**

"Galt" Flemish Bond Siding

Invisible Seams. *Real Stone Effect.*



This new pattern, like all other "Galt" Sidings, is original, and is a perfect imitation of a rough stone, laid in a Flemish-bond with tuck-pointed mortar lines.

Sheets interlap with a tight seam not noticeable ten yards from the building.

Made in six grades of painted and galvanized steel, in sheets 2, 4, 6 and 8 ft. long by 18 in. wide.

Ask for Catalog B-3

The Galt Art Metal Co., Limited, -- Galt, Ont.

Winnipeg and Regina — Dunn Bros.
Toronto — W. D. Beath & Son
Edmonton, Alta. — Ross Bros.

You can now buy

STANDARD WHITE LEAD
at 5c. per pound.

¶ Buy White Lead at a cut and sell at a profit. You can buy Standard White Lead at 5c. per pound in ton lots, at 5¼c. per pound in less than ton lots—that means a good profit to you on your White Lead Sales.

¶ Standard Lead is most satisfactory—has been handled by dealers all over Ontario for years—has stood the test of wear and weather—pleases dealers, painters and house-owners.

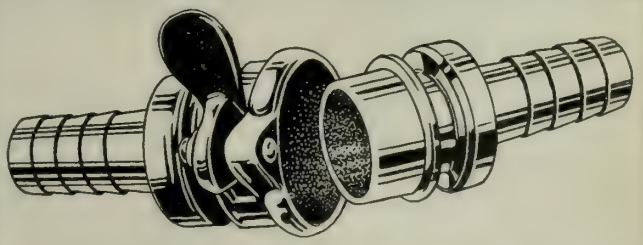
¶ FREE SAMPLES of Standard Lead sent with every 200 pounds opening order to give to leading painters and lead users in your territory. Free electros for newspaper advertising; lots of snappy advertising literature sent with every shipment.

¶ Make up your order right away for your Fall Trade so we can get free samples and advertising in your territory at once.

The James Robertson Co., Limited

Grinders of White Lead,
Manufacturers of Paints, Colors, etc.

267 King Street West — Toronto, Ont.



TIME MEANS MONEY

Every device that you place in the hands of a customer, Mr. Hardwareman, which saves him time and money, means a pleased and permanent patron for you. The

TIME SAVER HOSE COUPLER

is the latest and best thing on the market. It sells on sight. By pressing the latch key with the thumb you instantaneously insert one section on top of or into another. No threads to wear out, no washer to lose and no leakage. Write for quotations.

The Time Saving Coupler Co. Limited

166 Bay Street - - Toronto, Canada

WHY DON'T YOU SELL

THE BEST SOO LINE

BARK SPUDS

Made of Steel, with Maple Handles

FOR PEELING TAN BARK

June and July are the months they are used, and there are lots of them used where hemlock grows. We couldn't supply them fast enough last season. Have a large stock ready for prompt shipment now. If you never sold them, try them now. We'll guarantee the sale of all we make. Write for free samples for stock or for your travellers who sell goods in the hemlock country.

CANADIAN LOGGING TOOL CO., LIMITED

SAULT STE. MARIE, ONTARIO

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

Buy the Best.

HERCULES

Sash Cord

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Wherever Glass Is Cut

THE

"Red Devil" Glass Cutters are known and used.

25,000 satisfied glaziers throughout the civilized world endorse them in the highest terms. Get full illustrated lists and prices.

We also carry the following well-known specialties :

"Red Devil" Hack Saws and Blades
Genuine "Giant" Nail Pullers,
"Shrp-Shavr" Razors, Blades and Stroppers,
"Seavey" Mitre Boxes,
"Mephisto" Auger, Expansive and Electricians' Bits
"Yemco" Quick Set, Ball Bearing Wrenches,
"Neverturn" Climbers, Clamps and Connectors.

Full lists and illustrations in the Green Book. Copy on request.

SMITH HARDWARE CO., Ltd.

2 and 4 Lemoine Street *Montreal, Canada*

GETTING INTO SOCIETY

WHEN a firm advertises in trade journals now-a-days they are getting into good company. As I pick up any one of a dozen of these periodicals here in my office and glance through them, I find that the wise people, the successful firms, are advertising in these trade journals. I call advertising in trade journals "getting in good society in a business way."

—Tom Murray, Chicago.

J. M. KAINS & CO.

MANUFACTURERS' AGENT

83 Pender Street W., VANCOUVER, B.C.

Open to represent a first-class Hardware Specialty. Highest References.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

THE WHITE MOP WRINGER

is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

Order from your jobber or from us.

WHITE MOP WRINGER CO.

Fultonville, New York

This Trade Mark Insures Genuineness Originality Perfection Satisfaction

Horse Shoes

Belleville **Brand**

Belleville Iron & Horseshoe Co., Ltd.

Manufacturers of

BAR IRON AND HORSE SHOES

Martin's Store Ladder
Low Down High

For all merchants that carry merchandise on shelves enquire of E. R. CASE, Toronto

A Few Testimonials

Rockford, Ill., May 27, 1908.

Mr. S. B. Martin, Dalton, Ohio,

Dear Sir,—Ladder is very satisfactory—the new track holds up and were we fitting a "string of stores" we should place your ladder in each one of them.

Very truly,
Hunter Hardware Co.

Toronto, Ont., Sept. 28, 1908.

Mr. S. B. Martin, Dalton, O.

Dear Sir,—We are well pleased with the "Low-Down-High" Ladder you installed in our warehouse some weeks ago. We find same works very easily and smoothly and makes the work of filling orders from the shelves a very easy matter compared with the old style of ladders. We will be glad to receive quotations for Ladders for other parts of the Warehouse.

Yours truly, T. Woodbridge & Co.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

The Michaelmas Fair

at ***LEIPZIG,*** (Germany) for the Wholesale and Retail trade will commence ***Sunday, August 29, 1909,*** and cease ***Sunday, September 19.***

The Sample Exhibition

(for Ceramic Metal Ware, etc.) will occupy the first week only.

The Leather Fair

will open ***Tuesday, September 14th,*** and the Fair Exchange for the Leather Industry will be held on the same day from 4 to 6 p.m. in the big hall of the new exchange on the Bluecherplatz.

The Council of the City of Leipzig, (Germany)

Leipzig, June 11, 1909

TONKS, LIMITED

BIRMINGHAM

Manufacture every description of Architectural, Ornamental and General Brassfoundry

SPECIALS

Casement Adjusters and Fasteners
Panic Bolts, Hinges, Door Furniture
Curtain and Stair Goods
Fire-place Furnishings
Candlesticks, Gongs, Art Goods
Electric Light Fixtures
Solid Brass and Cased Tubing

EVERYTHING IN BRASS AND COPPER

Canadian Showroom: 51 Yonge Street, TORONTO
H. F. McINTOSH & CO., Representatives

Write for Catalogue

VALUE OF GOOD COPY

Personally, I believe "ads." in trade papers should be made so attractive, so interesting in some way that the merchant as he glances through the trade journal will stop and see what you have to say. The simple announcement that you are in business is not enough. I don't care how prominent a firm is, they should not get the idea they are so big that all they need to do is to reproduce their name on a page in a trade journal and say nothing more. They should do something to make the merchant curious; in fact, somewhat anxious to meet the travelling man you are sending out to represent you.

—*TOM MURRAY, Chicago.*

BUTLER'S

FAMOUS

Sheffield Cutlery

AND

Electro-plate

CABINETS AND CASES OF CUTLERY AND PLATE.
PRESENTATION OUTFITS—PRIZES FOR SPORTS.
SPOONS AND FORKS; FISH AND DESSERT SETS

"BUTLER" was Reg'd a Trade Mark A.D. 1768

Sole Makers of — Butler's "KEEN" Razors, "Cavendish" Brand of Table Knives, Carvers and Plate. (REGISTERED)

HIGHEST AWARDS — SPECIAL MENTION

George Butler & Co.'s

LONDON SHOWROOM:
62 HOLBORN VIADUCT, E.C.
(OVER SNOW HILL STATION)

MANUFACTORY:
Trinity Works, SHEFFIELD, England

"Free Trip to The Toronto National Exhibition"

Write us for particulars of this trip, which is now attracting more attention than anything of its kind ever undertaken. Why? Because it is a straight offer to anyone, whether a subscriber or not, and it is without the usual features of competitions.

We agree to pay your Return Fare by Railway or Steam Boat, as preferred, and to supply Six Admission Tickets to the fair-grounds. All tickets first-class. A post card will bring particulars.

THE BUSY MAN'S MAGAZINE, Toronto, Canada

The Toronto Plate Glass Importing Co., Limited

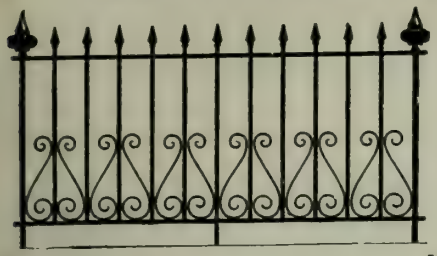
(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

SECURE THIS

Agency!

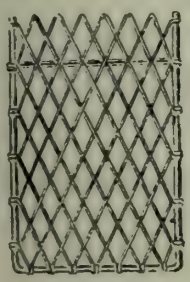


WE WISH TO APPOINT

A Good Hardwareman

in every town to represent our manufactures.

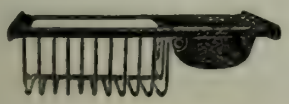
It is not necessary to carry our lines in stock. But a little enterprise and advertising will secure you a considerable business at a satisfactory profit.



You can sell such goods as these:

- Iron Fencing and Gates (A new line at a reduced price)
- Fire Escapes
- Metal Lockers
- Wire Window Guards
- Stable Fittings
- Steel I Beams
- Iron and Brass Railings for Churches, Theatres, Banks and Offices.
- Lawn Vases and Settees
- Wire Baskets, etc., etc.

Send for new Catalogues and our special proposition to Hardware dealers.



Dennis Wire & Iron Works Co.
LIMITED
LONDON, ONT.

FLOORGLAZE is good, not only for floors—indoors or out—but for a score of other uses about the home. Your shelves can hold nothing your trade will get better satisfaction from, nor you more reputation and profit from than Floorglaze.

As far ahead of other floor finishes as it is ahead of paint—for looks and wear.

FLOORGLAZE

Advertised, so you'll sell it readily.
Guranteed, so you're safe in selling it.
Send for color-card and price list.

Why don't you get in touch now with a live line of paints and varnishes?

Address

IMPERIAL VARNISH & COLOR CO.
LIMITED
TORONTO

Winnipeg 108 Princess
Vancouver 542 Beatty St

HORSE NAILS

Sales of "M.R.M." Horse Nails are increasing right along.

There is a reason for this. The Farrier prefers them, because they give him perfect satisfaction.

They are made from the best material, and made right.

Hardware merchants find this a profitable line to handle.

We will be glad to send samples.

THE MONTREAL ROLLING MILLS CO.

Hello! Hello!

This is A. L. Tribble at the phone.
I represent the

Malden Mills, Inc.

MALDEN, MASS., U.S.A.

Manufacturers of the largest and most complete line of

Clothes Lines, Mops and Twines

of anyone in the business. Send us your order, please. You will! All right, thanks. Good bye.

We wish to assure Hardware Dealers, Clerks, Travellers or Manufacturers who use our "want ad." columns that by using a box number all information given us is

Strictly Confidential

We will not divulge under any consideration the name of the advertiser. Moreover, when requested to do so we will forward replies *in plain envelope*, making it absolutely impossible for even your next door neighbour or fellow clerk to know anything about the advertisement you have inserted.

Rates for Condensed Ads.
2 cents per word first insertion.
1 cent per word subsequent insertion.
5 cents additional each insertion when Box Number is required. This covers cost of mailing replies to you.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

BUSINESS CHANCES.

AN UP-TO-DATE clean hardware stock in a flourishing town in Western Ontario. Stock about $9,000; stoves and hardware; long established; three railroads entering and fine agricultural section. Address Box 870, HARDWARE AND METAL, Toronto. (29)

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

GENERAL HARDWARE BUSINESS in the county of Ontario. Good farming and dairy country. Will sell at a rate on the dollar for cash for acceptance at once. Box 867, HARDWARE AND METAL, Toronto. (32)

OLD ESTABLISHED HARDWARE STORE and tinware business for sale, located in splendid farming and dairy district. Carrying stock between $7,000 and $9,000. Would sell workshop separate. Would accept low price for immediate sale. Box 872, HARDWARE AND METAL, Toronto (tf)

PLUMBING and tinware business in one of the best towns in Huron County. Excellent opening for a tinsmith. Stock and tools about $1,500. Box 875, HARDWARE AND METAL, Toronto. (31)

SITUATIONS WANTED

HARDWARE CLERK, both languages, two years' experience, reliable, wants better position. Box 873, HARDWARE AND METAL, Toronto. (30)

HARDWARE CLERK wants better position. Good stock-keeper, show-card writer and window trimmer. Has got the experience and best of references. Box 874, HARDWARE AND METAL, Toronto. (31)

YOUNG MAN, 25 years of age, good habits, best of reference from wholesale representatives, past and present employers, at present managing retail store, stock $8,000, open for engagement after September 1st. State wages paid in replying. Box 871, HARDWARE AND METAL, Toronto.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

A HARDWARE CLERK, young man, to travel in Western Canada—Manitoba and part of Saskatchewan. Box 21, HARDWARE AND METAL, Winnipeg, Man (tf)

WANTED—By Winnipeg wholesale, two experienced order clerks. Apply, stating experience, to Box 53, HARDWARE AND METAL, Winnipeg. (30)

WANTED—Hardware salesman by manufacturer. Must be of good address and experienced and furnish references as to ability and character. Apply Box 869, HARDWARE AND METAL, Toronto. (29)

WANTED—First-class hardware salesman to be head man in store where five clerks are employed. Must be able to sell goods and keep stock right. Services to begin Aug. 15 to Sept. 1st. Applicants to state experience and where, salary expected, also references. Apply Box 868, HARDWARE AND METAL, Toronto. (30)

PARTNERSHIP WANTED

EXPERIENCED ACCOUNTANT and implement man wishes to correspond with hardwareman in western Canada with partnership in view. E. Weston, 542 Gladstone Avenue, Toronto. (25)

MISCELLANEOUS

CUT DOWN YOUR PRINTING BILLS one half, by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile typewritten letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a WRITERPRESS to run off circulars and letters, sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ontario.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The Light Touch MONARCH is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King St. West, Toronto, Ont.

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT WANTED—Capable agent required by first rate English house for glaziers' diamonds, with connection amongst wholesale buyers, importers, etc., in the various distributing centres of Canada. Commission only. Box 47, HARDWARE AND METAL, 88 Fleet St., E.C., London, England. (31)

TECHNICAL BOOKS

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto.

Auction Sale

Of long established Hardware business and general stock, including furnaces, stoves, paints, etc., amounting to about $15,000 or up (and plumbing contracts unfinished), also the real estate of S. A. Crawford, insolvent, being stores 223-225 Talbot St. West, St. Thomas. The stock will be offered for sale at a rate on the dollar of invoice prices on July 29th, at 2 o'clock p.m., at above premises. Terms of purchase: 25 % cash, balance at 2, 4, 6, 8 and 10 months with 7 % interest secured. The real estate and stock sheets may be seen at any time on application to

Messrs. LEITCH & GREEN,
Barristers, etc.,
ST. THOMAS.

What Your Customer Wants

He wants Genasco Ready Roofing.

Nobody likes to buy "a pig in a poke." He wants to know what he's getting and make sure he is getting the worth of his money,

Every one of your customers knows beforehand just what he gets In

Genasco

Ready Roofing

Assure him it's made of Trinidad Lake Asphalt. He knows Trinidad Lake Asphalt is the greatest weather resister known. Tell him it makes Genasco proof against sun, air, rain, heat and cold; and makes it lasts longer than all roofiings made of—who can tell?

Genasco is an easy seller; a business getter; a profit bringer and a customer maker. Are you getting your share? Begin to-day. Write for samples and full information.

Mineral and smooth surface. Backed by a written guarantee.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world.

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

GENASCO · THE STANDARD OF EXCELLENCE · TRADE MARK REG. U.S. PAT. OFF.

SELL *the* KIND *that* SELLS

It's mighty poor business to load up your shelves with a great collection of every kind of paint, just so you can say, "I have any kind, color, and mixture of paint you might ask for." That's not only poor business policy but that makes business poor—and makes *you* poor too.

No—the best way is to select only a few staple kinds of one standard make and sell them.

Every Dealer in Canada Knows

MARTIN-SENOUR PAINTS

So Lets Think This Thing Out Right Now

How many of the eight shown on this page do you think are likely to be wanted by your customers during the next few months? How many—Six? All right—send us an order for the six kinds you want and we will ship them at once together with a good lot of advertising cards, etc. to help remind customers they need to do some painting.

Every one of the eight displayed here are quick sellers—every one. They are now in demand.

Sell the Kind that Sells

Our Canadian Dealer's Catalog is free to you upon request. Write today.

THE MARTIN-SENOUR CO., Ltd.

Pioneers Pure Paints

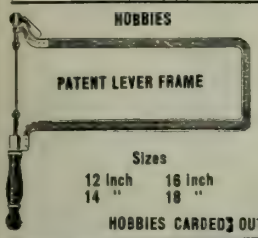
MONTREAL - CHICAGO

The Winnipeg Paint & Glass Co., Ltd. Winnipeg.

The Maritime Paint & Varnish Co., Ltd. Halifax, N. S.

HOBBIES TOOLS are "ALL BRITISH"

HOBBIES LIMITED are the only manufacturers of Fretsaw Blades Hand Frames and Fret-cutting Machines in the United Kingdom. Lists and terms will be sent on application.



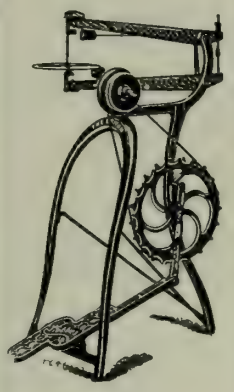
Sizes
12 Inch 16 Inch
14 " 18 "

HOBBIES CARDED OUTFITS

These Outfits are made in many sizes. All tools are attached by steel clips.

HOBBIES FRETSAWS

Nine sizes supplied.



BRITON FRETSAW

This is the cheapest Fret-cutting Machine in the world. Many other Fretsaws are manufactured by HOBBIES LIMITED.

HOBBIES LIMITED in response to numerous inquiries have sent their representative, MR. C.R.BLOXAM, to Canada; he hopes to call upon the principal Ironmongers, Hardwaremen and Tool Merchants:—Letters may be addressed to him, c/o. The MacLean Pub. Co; Montreal, Eastern Town'p Bk. Bldg; Toronto, 10 Front St.E; Winnipeg, 511 Union Bk.Bldg.

HOBBIES LIMITED MANUFACTURERS, DEREHAM, ENGLAND

STEAMBOATS

The first officially recognized steamboat was the Robert Fulton, but who would think of using the Robert Fulton to-day if she was in commission, with the Mauretania and Kronprinzessin Cecille available? We are the only ones in the Mauretania class.

The U.S. Government may have granted copyrights to the Lampblack Manufacturers years ago, but they have not only granted the Bear makers copyrights on their Germantown labels, but they USE the Bear Lampblack.

U.S. GOVERNMENT COPYRIGHT, No. 40462
CANADIAN GOVERNMENT COPYRIGHT, No. 56

Look for the BEAR on the label if you want Real Lampblack

Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

135 WILLIAM STREET : : : NEW YORK CITY

E. FIELDING, Toronto Agent

Simonds' "Crescent Ground" Cross-Cut Saws

The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**

Registered Trade Mark

The Celebrated "Dreadnought" Milling File

A substitute for Files which is revolutionizing File Work. A great cost reducer; a simple and radical improvement on the ordinary style of hand files; it cuts from 300 to 500 p.c. faster than an ordinary file; it is self cleaning; it can be sharpened four times; it cuts equally well all metals, also wood and marble; its cutting edge outlasts from five to ten ordinary files; although practically a rasp, it leaves the surface smooth N.B.—The Dreadnought is adaptable to every job in which ordinary files can be used, expediting the work and doing it better, and for numerous jobs usually milled in machines. Gold Medal, Franco-British Exhibition, 1908 Gold Medal, International Exhibition, Madrid, 1907

The J. H. Hanson Tilley Co., Ltd, Mfrs., 422-424 St. Paul St., MONTREAL, P.Q.

FACTORY, 65 Dalhousie St.

AGENTS { Halifax, N.S.—Austen Bros. / Toronto, Ont.—Nicholson & Ritchie, Traders Bank Bldg. / London, Ont.—London Engine Supplies Co., Ltd., Richmond St. / St. John, N.B.—The Jas. Robertson Co., Ltd. / Winnipeg, Man.—Bissett & Loucks, Limited / Vancouver, B.C.—H. M. Flock & Co., Crown Bldgs.

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf

THE
STANDARD CANADIAN
COW TIE
(NIAGARA PATTERN)
MADE ONLY BY THE
ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS
ONTARIO.

When the BEST costs no more, Can YOU afford to give your Customers an inferior Cow Tie?

Compare the "NIAGARA" Cow tie with others. It is 10 to 20% stronger, it has EIGHT ADJUSTMENT LINKS — others have four — making it unnecessary for the dealer to carry so many sizes.

EVERY LINK formed on the principle of the SQUARE KNOT making the STRONGEST CHAIN EVER PRODUCED

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.

ATKINS SAWS

"The Finest on Earth."

Made in Canada.

Strictly High Grade. Made for the best mechanics who want, appreciate and will pay for the Finest Tools. They bring a good profit and satisfy your customer.

The name "E. C. Atkins & Co." on every blade.

E. C. ATKINS & CO., Ltd.

Hamilton, - Ont.

Home Office and Factory, Indianapolis, Indiana, U.S.A.

Stop the Leaks

The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED
144 William Street, Montreal

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

Not surpassed in Quality or Finish by any brand of Galvanized Sheets on the market.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal
W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

SEYMOUR SHEARS

have been the Standard for over seventy yea

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mar

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

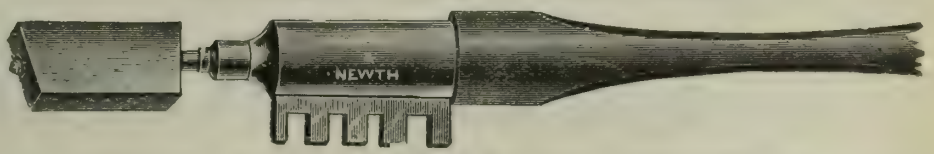
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Clothsand Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLON, LTD., 455 St. Paul Street
MONTREAL

NO DEAD STOCK

Weed it out in ycur paint and decoration department. Put something on the shelves that will typify life.

MURESCO Makes Things Move

It is the greatest satisfaction-giving, customer-creating, trade-bringing and woman-winning article on the market to-day. It pleases the women and the painters; and they know. It is the finest water-color wall finish.

We are glad to proclaim the fact that Muresco is a hot-water wall finish. Experience shows that kalsomine particles will only dissolve ***right*** in boiling water. You can corrall trade by pushing Muresco. It never disappoints.

Send for our color cards and prices

BENJAMIN MOORE & COMPANY, Limited

Makers of Muresco and High-Grade Paints, Colors and Varnishes

New York WEST TORONTO, CANADA Chicago, Cleveland

A SELF SELLER

is an article so supremely good in quality and so well-known to the public that it is always in demand. This is perfectly true about

LACQUERET

Its usefulness around a house is almost unlimited as thousands of housewives know. Letting the women of your locality know that you are selling Lacqueret stamps you as a dealer in goods of the highest quality. You take absolutely no risk in recommending Lacqueret as the best article on the market for touching up old, worn woodwork of any kind—floors, furniture, wainscotting, etc.—and giving it renewed life and beauty at the least expense. It proves its worth every time.

International Varnish Company, Limited

Toronto, - Canada

Branch of the Standard Varnish Works.
Makers of Fine Varnishes, Lacqueret, Elastic Floor Finishes, Etc.

New York - Chicago - London - Berlin - Brussels

Ramsay's Creosote Stain

You should know something about these beautiful Shingle Stains. They are great for preserving shingles and are becoming more popular every day.

Formerly everybody was obliged to import all these goods. Now, we make them.

Ramsay's Shingle Stains

are unequalled by any imported goods, and there is no duty to pay.

You can get full price for them and make a good profit. They are put up in imperial measure cans and barrels.

Write for our card and prices and see what we can do for you.

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 The Paint Makers

SATISFY ALL CLASSES

That is what you must do in connection with your paint trade. You can do it by placing before them

NEW ERA PAINTS

which stand for efficiency, economy and excellence. They suit the man hard to please, and they please the man hard to suit. In quality they are uniform and consistent—wear well, look well, and spread well.

HERE IS THE COMPOSITION OF NEW ERA PAINT: Pure White Lead, Oxide of Zinc, Pure Linseed Oil, Turpentine and Turpentine and Japan Dryers.

Send for Our Booklet

STANDARD PAINT AND VARNISH WORKS CO., Limited

Windsor, Ontario

THE DOUGALL VARNISH CO., LTD.

Successors to

McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL

GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

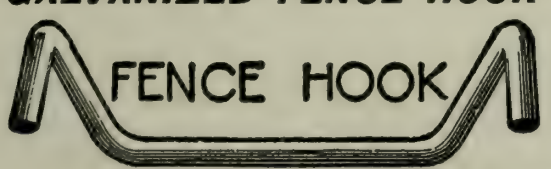
A. SHAW & SON, London, Eng.

CANADIAN AGENTS

Godfrey S. Pelton & Son, 203 St. Nicholas Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"OUR SEASONABLE LINES ARE PROFITABLE"

Get our Prices on

SAND SCREENING,
GRAVEL SCREENS,
CONCRETE REINFORCEMENT,
CELLAR WINDOW GUARDS,
lined with fly cloth,
HORSE and DOG MUZZLES.

Trellises for Climbing Vines and Garden Bordering

CANADA WIRE GOODS MFG. CO.

HAMILTON, - ONTARIO

We make Jail Cells and Gratings of every description.

Hardware and Metal

INDEX TO ADVERTISERS.

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

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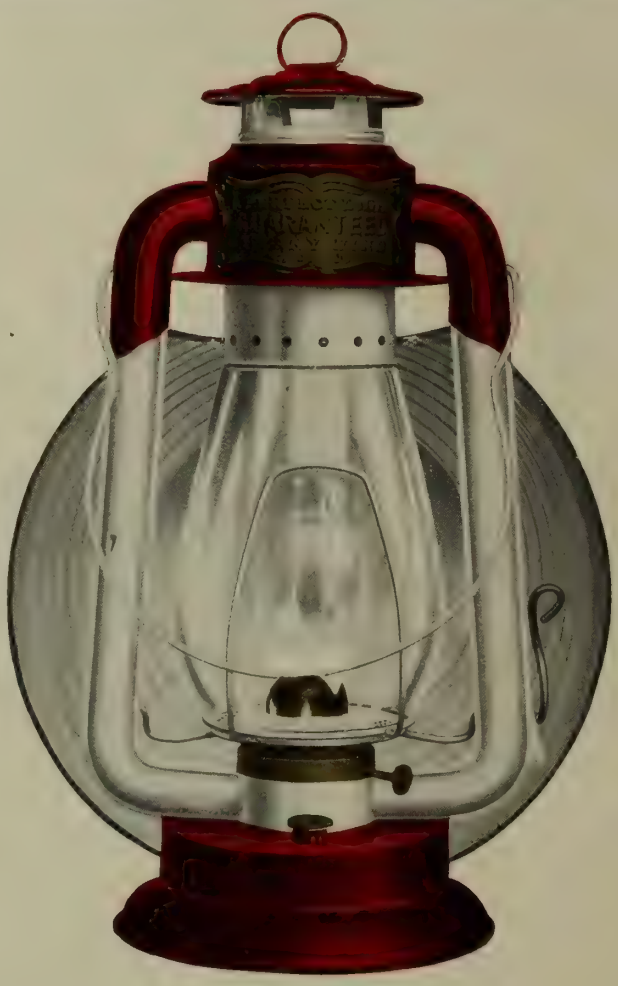

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111 Lombard St., WINNIPEG

THE KEMP MFG. CO., Limited
39 St. Antoine Street, MONTREAL, Que.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

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Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXI. PUBLICATION OFFICE: TORONTO, JULY 17, 1909 NO. 29.

BUTCHERS' KNIVES
JOHN WILSONS
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS' STEELS

Canadian Agents: DORKEN BROS & CO., MONTREAL

CORRUGATED IRON

with this brand means you are getting a

TRADE MARK REDCLIFFE

Soft, Light, Uniform Iron

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

The Best Screen Door Sets

The Reliable T.-F. Brand

Are You Handling Them?

Each set of Taylor-Forbes make consists of one pair hinges complete with screws, one stamp steel pull with screws, and one 2½ inch hook and eye.

In a Variety of Finishes

they are made—japanned, antique copper, bronze plated and dull-brass plated. In workmanship, design, strength and material the T.-F. Screen Door Sets lead. They are a good line to push at this particular season.

Taylor-Forbes Co., Limited
Largest Manufacturers of Lawn Mowers in Canada
HEAD OFFICE AND WORKS
Guelph - Ontario

TAYLOR-FORBES CO. Limited, 122 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS' AGENCY, LONDON, ENGLAND

Don't Wait for Something to Turn Up. Try a "WANT AD."

Export Trade

Represents the Great Future Market for American Goods

Manufacturers that cultivate the field **NOW** are assured of the largest share of this trade in the future.

Our service, the greatest single power in Export Trade, enables manufacturers to get their products prominently before the trade abroad. An efficient service, covering all export markets at minimum of expense.

The aim of the **American Exporter** is and has always been the up-building of a world-wide demand for American machinery and goods. Issued in two editions each month, one in English, and other in Spanish (**Exportador Americano.**) The two together cover all countries that import American goods.

It is the only journal of foreign circulation which regularly publishes its exact circulation every month in its editorial pages.

Stronger evidence of the AMERICAN EXPORTER'S strength in its chosen field could not be brought forward than the phenomenal growth in its advertising pages during the past three years. The AMERICAN EXPORTER in net volume of advertising business carried three years ago 52 pages of net advertising; two years ago 88 pages; one year ago 116 pages; carries to-day 122 pages. Its number of regular advertisers three years ago was 325; two years ago 400; one year ago 550; and to-day 650. It is seen that notwithstanding a "panic," there is a growth in the last 12 months.

An increasingly important feature of the **American Exporter** is the Foreign Trade Service maintained on behalf of its advertisers. This service includes the sending of our representatives into foreign markets to study conditions in the interest of our clients, the furnishing of selected names of possible customers or agents in any country, commercial ratings on prospective foreign customers, translation of foreign correspondence from and into any and all languages resulting from or pertaining to the advertiser's announcements.

Representative space regularly in the **American Exporter** gives you all the export advertising you need, for this publication covers every foreign market for your goods. This publicity, coupled with our Foreign Trade Service, provides you with the necessary facilities for conducting intelligently an export trade.

May we send more particulars?

AMERICAN EXPORTER

135 William Street, New York City

Established 1877 **Conducted by Export Specialists**

The White Mop Wringer

is a simple device which fits any pail without fastening and **presses the mop very dry** by a **gentle pressure** on the lever.

Every home needs one. Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

Each Wringer is Warranted

MADE IN CANADA

Order from your jobber or from us.

White Mop Wringer Co.

Fultonville

New York

This Trade Mark Insures Genuineness Originality Perfection Satisfaction

THE HANDY TENT-COT

Retails at $12.00. To the Trade, $8.00

CARRY A FEW IN STOCK, THEY ARE READY SELLERS

For all **Out-Door Sleepers, and invaluable for Invalids, Campers, Fishers, Hunters, Prospectors,** and those who spend days and nights out of doors.

Weighs but 30 lbs., and can be folded up and carried under the arm, or thrown into a boat.

CUTTEN & FOSTER

Manufacturers

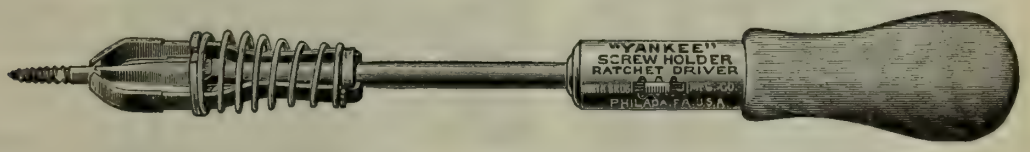
30 WELLINGTON ST. E., TORONTO

DEPARTMENT "H."

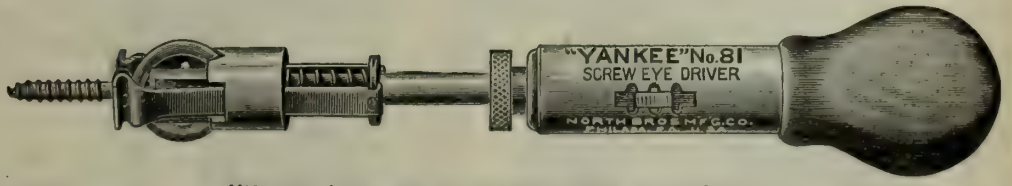
"YANKEE TOOLS"

SOME NEW STYLES—HAVE YOU SEEN THEM?

are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE



"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.

"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.

EASTLAKE METALLIC SHINGLES

Best by Test

Make all your customers permanent ones—do not experiment, sell them goods that you **know** will give satisfaction—goods that have **proven** themselves.

25 years ago, after months of experimenting and designing by our experts, in deciding on just the right requirements, we began manufacturing "**Eastlake**" Steel Shingles. We have never changed the first design—in fact time has shown that it could not be improved upon. We can show you roofs that were covered with "Eastlake" shingles the first year and are in perfect condition to-day. Is not this proof that we selected the right design and used the best material? A 25-year actual test proves them the best.

Tell your customers you know "Eastlake" shingles are the most satisfactory in every respect—fireproof, weatherproof, durable and easiest and quickest to lay. You are backed by the oldest and largest sheet metal building material firm in Canada—a firm that has always "protected the trade."

The same high quality material and manufacture has placed all our goods in the front rank. **Steel Ceilings and Walls, Siding, Lath, Cornices, Skylights, Ventilators, Finials, Conductor Pipe, Eavetrough** and a complete line of Architectural Metallic Goods.

Look around you—go after those unsatisfactory roofs; send us measurements for estimates.

"To my mind AN ACTUAL TEST is much safer than one of those PAPER GUARANTEES that will not hold water."
—The Philosopher of Metal Town.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

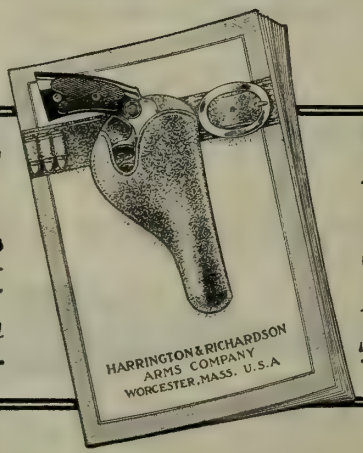
1671

This Advertisement

REVOLVERS H&R SINGLE GUNS

TRADE MARK

TRADE MARK



WE WANT YOU TO HAVE OUR = NEW = CATALOG

A BEAUTIFUL 40 PAGE BOOK OF FIREARMS INFORMATION SEND FOR IT NOW.

HARRINGTON & RICHARDSON ARMS COMPANY
615 Park Ave., Worcester, Mass.

has been the means of distributing thousands of our beautifully illustrated catalogs throughout the country.

Think what this means to every dealer who handles Harrington & Richardson guns and revolvers—to have the complete line together with valuable fire arms information, placed before the public—your customers in their own homes.

Your Store

is the place we want to guide those interested. Keep your line complete.

If you have not already received a copy of our new catalog, send for one to-day. Please remember also that we will send you prepaid a sufficient number to distribute to your own customers if you desire.

WRITE US TO-DAY

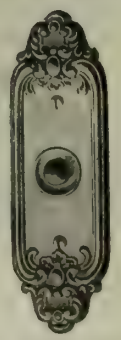
Harrington & Richardson Arms Co.
615 Park Ave., Worcester, Mass.

No. A. B. 2437 H. F.

BUILDERS' HARDWARE

H. F.

is our Newest Design



No. A. B. 9184 H. F.

Send us a sample order and we will ship you the most beautiful pattern we have ever seen, at a popular price.

The old reliable Old-Copper Finish Inside Sets are steel and we stock both the Regular Lock and the Easy Spring. Front Door Sets in Steel and Bronze Metal, both plain and cylinder.

In addition to the lines illustrated here, we stock all the other trimmings.

The Dealer who stocks ATTRACTIVE DESIGNS will get the Builders' Hardware Trade of his town.

A postcard will bring you a booklet illustrating this design.

No. A. B. 392 H. F.

No. A. B. 6961 & A.B. 344 H. F. Etc.

Nos. A. B. 316 H. F. & A. B. 334 H. F.

Nos. A. B. 603 H, F. & A. B. 652 H. F.

No. A. B. 802 A. N.

LEWIS BROS., Limited

IMPORTERS AND DISTRIBUTORS

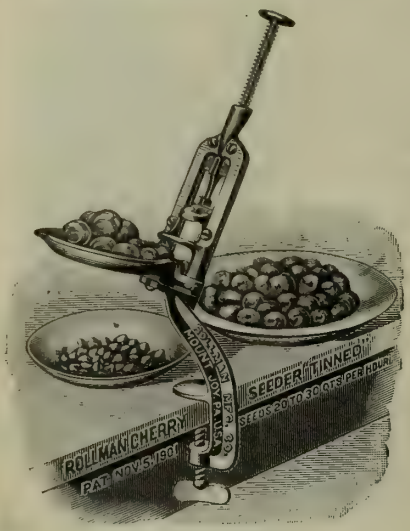
OTTAWA TORONTO **MONTREAL** CALGARY VANCOUVER.

Seasonable Goods

Sell the Best — Make Large Profits

Goods that are in Great Demand

For Family Use. — Good Money Makers



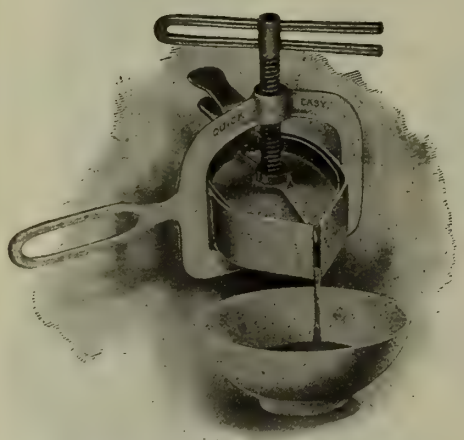
"ROLLMAN"
CHERRY SEEDERS

"Enterprise"
adjustable for large or small cherries.

"Rollman"
seeds fresh or canned cherries,
Twenty to thirty quarts per hour.

"ENTERPRISE"
CHERRY SEEDERS

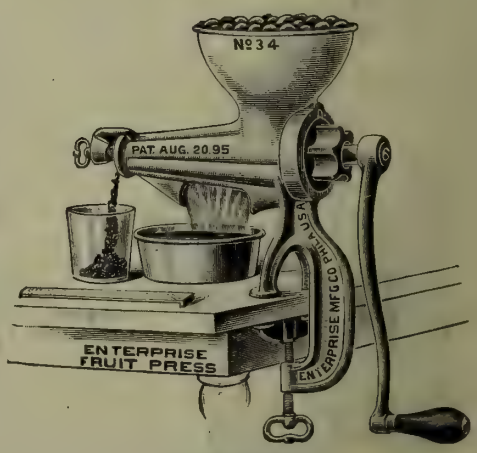
MASLIN KETTLES
Sizes 4 to 24 Quarts.



"QUICK AND EASY"
FRUIT AND MEAT PRESS

"Enterprise" No. 34
Best Machine on the market for making wine and jellies.
Capacity, one quart.

"Quick and Easy"
For all kinds of fruit and meat.



"ENTERPRISE"
FRUIT PRESS No. 34

Large Stock. **Ask our travellers about these lines.** **Prompt Shipments**

F.&W.

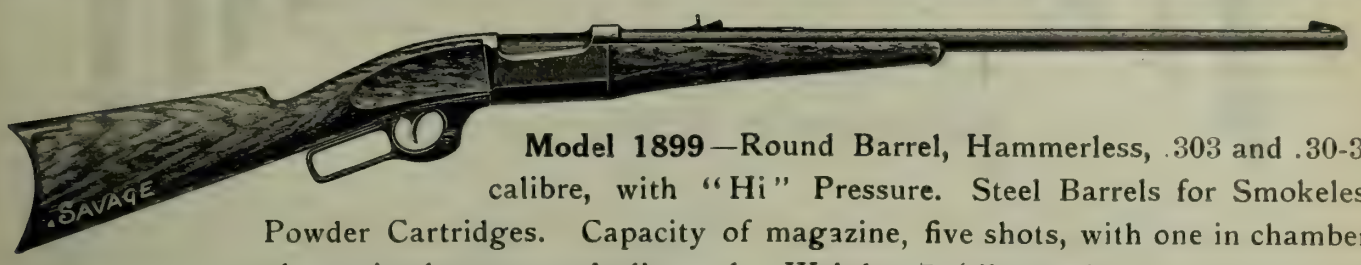
FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : **Canada**

F.&W.

Savage Repeating Rifles

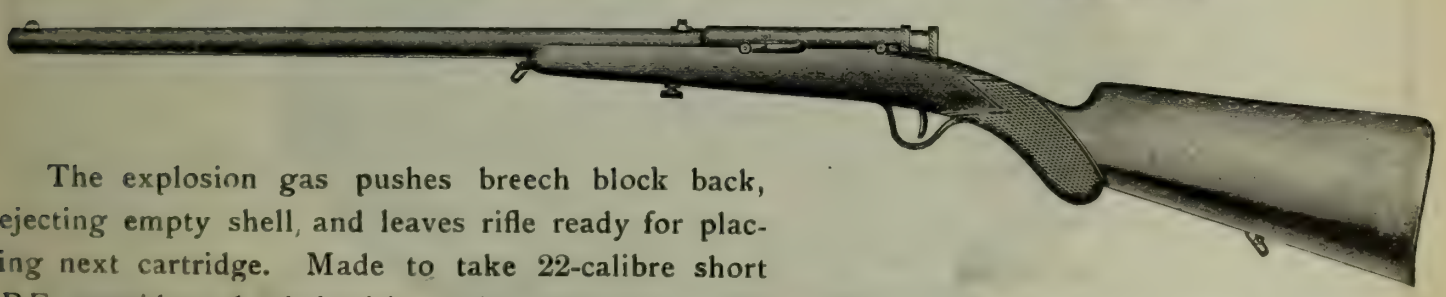


Model 1899—Round Barrel, Hammerless, .303 and .30-30 calibre, with "Hi" Pressure. Steel Barrels for Smokeless Powder Cartridges. Capacity of magazine, five shots, with one in chamber, places six shots at user's disposal, Weight, 7½ lbs. each.

Model, 1903—Hammerless Take Down, 22 RF.; Calibre, 24 in.; Octagon Barrel; takes short, long, or long rifle cartridges without change of mechanism. Magazine holds seven shots. Weight, 5¼ lbs. each.

SAVAGE QUALITY.

NEW "BAYARD" Semi-Automatic Rifle



The explosion gas pushes breech block back, ejecting empty shell, and leaves rifle ready for placing next cartridge. Made to take 22-calibre short RF. cartridges loaded with smokeless powder. This rifle is sold at a much lower price than full automatic rifles.

Caverhill Learmont & Co

Montreal and Winnipeg

THE NEW UNIT

An Ironing Outfit in place of a Sad Iron Set

In this day of steel ranges, kitchen cabinets, motor washing machines, and vacuum cleaners, it must be strange if a woman will not pay three to five dollars for an ironing outfit.

The way to sell Asbestos Sad Irons is in combination outfits. For a small family, a laundry set with a Flounce Iron makes a good equipment; but for general purposes, the modern idea is the No. 196 Household Set. : : : : : : : :

When you have a call for laundry irons, don't talk a three-piece set, but talk an outfit. Always show a Flounce or Sleeve Iron with the regular laundry set and tell your customer that the smaller iron belongs to the complete set to provide the ideal iron for each kind of ironing.

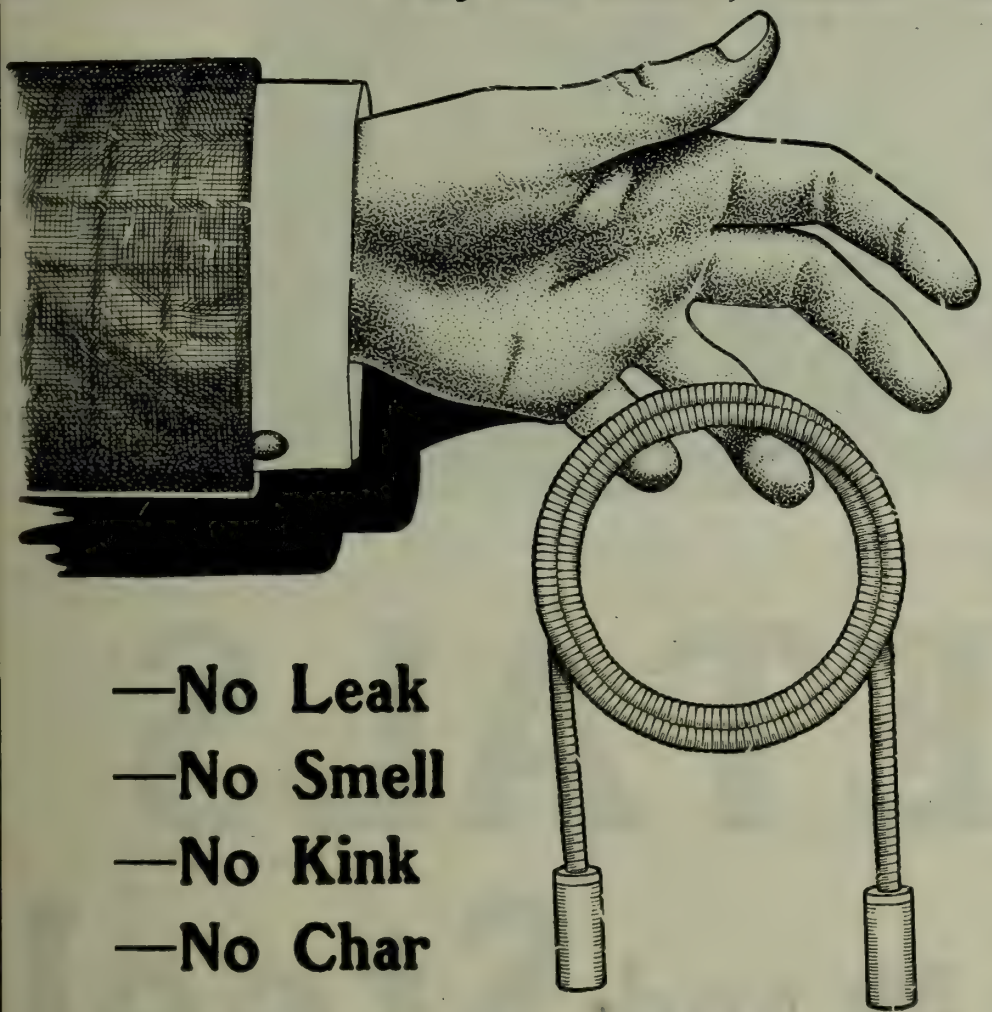
Simply make up your mind that this is the correct way to sell sad irons and then sell them that way. Your trade will soon learn to buy ironing outfits and then see where your sales will be. There's a lot of extra business in sight for the dealer who will reach after it. : : : : : :

If you carry only the laundry set, get some of the Flounce and Sleeve Irons quick from your jobber. : :

The Dover Manufacturing Co., *Canal Dover, Ohio U.S.A.*

Indestructible GAS TUBING

A Very Serviceable, Flexible Tube



—No Leak
—No Smell
—No Kink
—No Char

Made of an alloy of steel, it is absolutely fire-proof. Just the thing you have been longing for. It will stand the wear and tear. The rubber ends are renewable at any time. This tubing is very flexible, therefore prevents any kinks. Every length is guaranteed to be perfect.

Can supply in 2, 3, 4, 5, 6, 8, 10 and 12-foot lengths

This is the only non-burnable tube.
Your customer will be pleased with it.

It is something new——BUY NOW

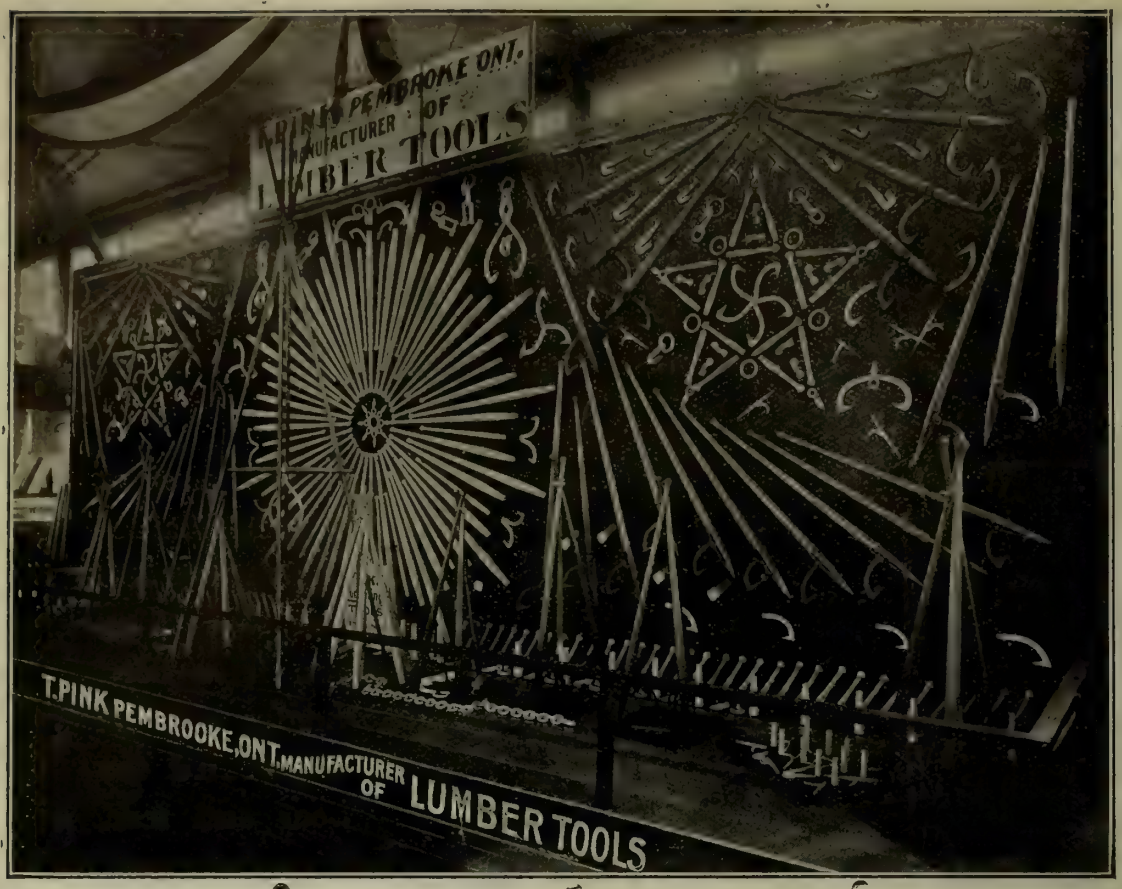
H. S. Howland, Sons & Co.

LIMITED

Wholesale Hardware Merchants

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

METALS

Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Cut 42 Long Distance Storage Outfit.

Keep Your Gasolene Outdoors

Store it in a Steel Tank Buried Under Ground

The Bowser will keep your property absolutely safe from gasolene fires and explosions because it keeps explosive gases from forming.

It will increase your profit on gasolene because it stops the usual loss of from 15 to 50 per cent., through evaporation, leakage and waste.

The pump is all metal and will last a lifetime. It will discharge a pint, quart, half-gallon or gallon at a stroke. Is fitted with a computer, which shows at a glance the exact money charge for any quantity pumped.

The Bowser costs you nothing because it pays for itself by its own saving of gasolene. Ask us to send Gasolene Catalog 5445. It's free.

S. F. BOWSER & CO., Limited

66-68 Fraser Ave., TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer.

THOMAS BRYAN, Limited

Announce their Withdrawal from

UNITED FACTORIES, Limited

The manufacture of BRYAN'S BRUSHES will be continued at LONDON, CANADA

WESTERN REPRESENTATIVES:

WINNIPEG PAINT AND GLASS CO., Limited, Winnipeg, Calgary and Edmonton

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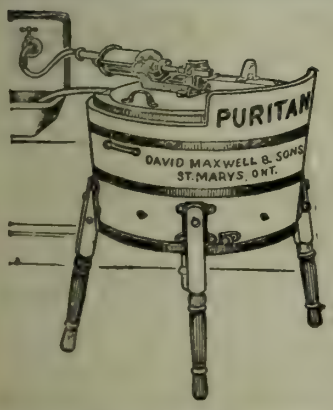


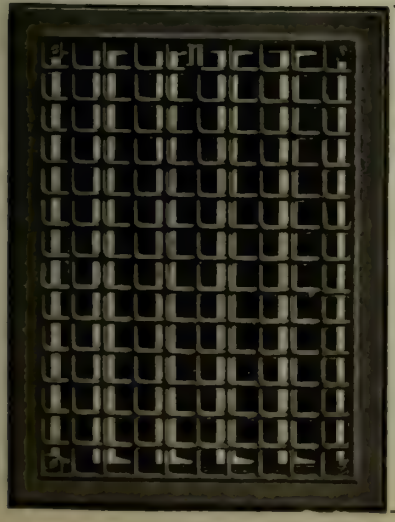
YOU CAN MAKE BIG SALES

of the new "Puritan" Motor Washer. It is the regular "Puritan"—which you have found such a good seller—with the addition of a simple, compact, durable water motor, that works on a lower pressure than any heretofore made. The

"Puritan Motor Washer"

costs nothing to run in a town with waterworks, and it takes practically all the hard work out of wash-day. Naturally, it is selling fast and earning good money for up-to-date dealers.

David Maxwell & Sons, - St. Marys, Ont.



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

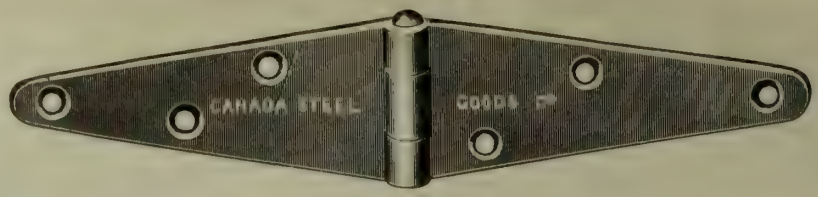
Get our 1909 Catalogue.

The HART & COOLEY Co.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. Office: CHICAGO, ILL.

Crescent Brand
Registered



IMPORTANT ANNOUNCEMENT

There is a gradual rise taking place in the value of all commodities.

Deliveries of raw material are not so prompt as they have been.

Good buyers seem to have come to the conclusion that it is good business to anticipate their wants some time into the future.

Authorities have recently expressed their opinion that the balance of this year and next year will be the busiest in the history of Canada.

Only a short time ago it was necessary for buyers to look ahead and anticipate their wants for six months.

PRICES TO-DAY ARE AT THE BOTTOM

There will be a wonderful revival in most all lines of business — none more so than in Steel and Iron Hardware.

We have backed up our belief in an increasing business by building large additions to our plant, installing modern machinery, making large purchases of raw material, and recommend that our **customers buy promptly and liberally** to insure prompt delivery when the rush season opens.

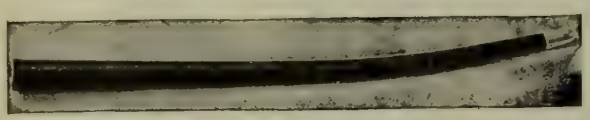
Of course you will want the best; so order Hinges, Butts, Plated Butts, Brackets, etc., etc., from us.

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, ONTARIO

ATTENTION!

The HERCULES reinforced shaft splice is the best adapted and the strongest and simplest for repairing broken shafts on the market.



A Post Card sent to us will give you all information.

THE HERCULES SHAFT-SPLICE CO.

STRATFORD ONTARIO

Jessop's Steel

To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England

CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.

CANADIAN OFFICES: 80 Bay Street, Toronto, Ont.
144 William Street, Montreal, Que.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

Adapted for Black or Nitro Powder

The Celebrated
L.P.G.
Guns

Guaranteed
Government Test

THE ORIGINAL LONG PATTERN
GUN No. 8¾

All Guns and Rifles bearing the L.P.G. trade mark are acknowledged a standard of quality, finish and accuracy, made only by experienced workmen. Prices moderate.

No. 206. 22 or 32 Calibre.

DECATUR, BULL & CO.

Write for Catalogue and Prices

SELLING AGENTS. MONTREAL, CANADA.

OUR NEW CATALOGUE

No. 71

TRADE MARK

Is just off the Press.

It lists our complete line and if you have not received a copy write for one to-day.

TRADE MARK

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

STRUCTURAL STEEL IS A PAYING PROPOSITION.

Our capacity is 25,000 tons a year. We stock all kinds of high-grade steel beams, angles and channels. All our material is of the finest grade. We have an interesting and money-making proposition for you. No one should be able to sell our goods as well as a hardware dealer who knows all the local contractors and builders and what they contemplate doing. You can make a fine profit by closing a few orders. You do not have to carry one dollar's worth of stock. Where is there another opportunity like this? Write us about it to-day.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

IT LEADS ALL OTHERS

STEEL ROLLER BARTLETT AWNING

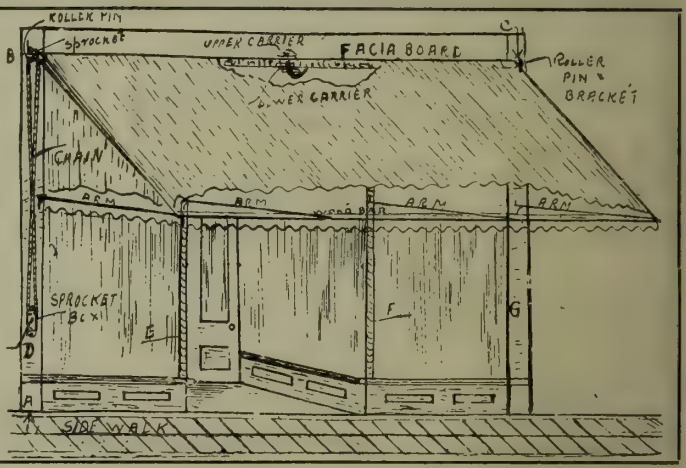
The action is smooth and even. The roller is made of three-inch tube, and is used when the store front is over 16 and up to 26 feet.

When awning is rolled up the ends fold up as in the pulley awning.

Write us about quotations; also measuring instructions if you do not know

WM. BARTLETT & SON
20 ADELAIDE ST. WEST, - TORONTO, ONT.

We have an excellent proposition for hustling agents.



THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

You Will Save Money
By Using

"Neptune Unrivalled"
Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Antien-Gesellschaft, Carlswerke, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

The Sliding Furniture Shoe
for Metal Beds

For metal beds, round or square posts, these Wishbone Bushing or long steel stems used in connection with Cone Washer, will retain itself centrally and can easily be removed. Made so as to fit any size of post. The ball and socket principle of joint allows Shoe to adjust itself to uneven surfaces, hence the shoe will slide where castors will not roll. Do absolutely no damage to hardwood floors, carpets or matting.

Ask your jobber. If he cannot supply you write us for free circular and discounts.

Eastern Representatives; Coulson and Blaikie, Montreal, Que.
Western Representatives; G. W. Endress, Winnipeg, Man., E. R. Ballert, Vancouver, B. C.

Onward Manufacturing Co., Berlin, Ont. and Menasha, Wis.

L. E. DUBUC

MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

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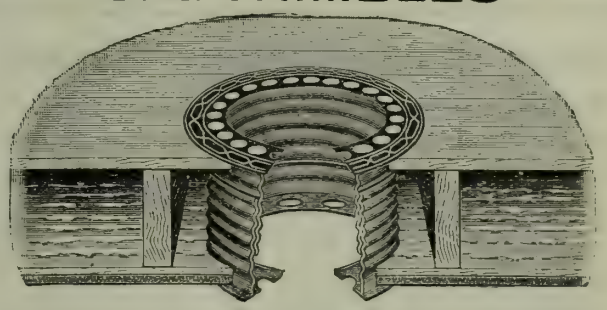

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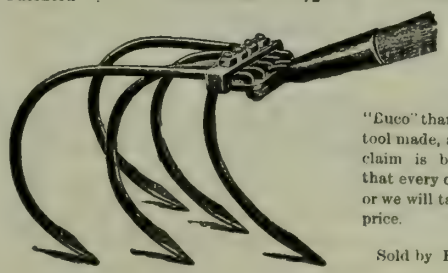
Patented HANDLE 4½ FT. LONG



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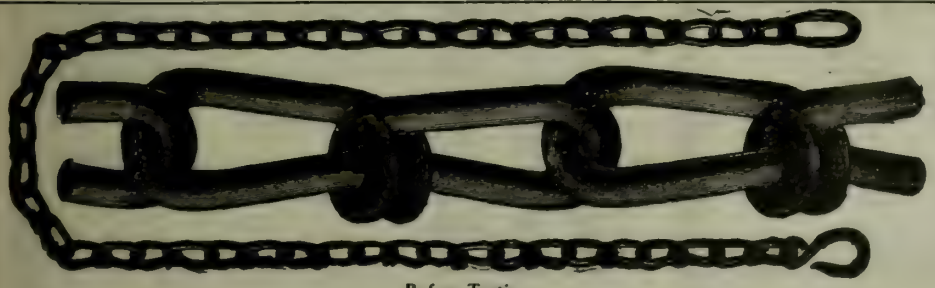

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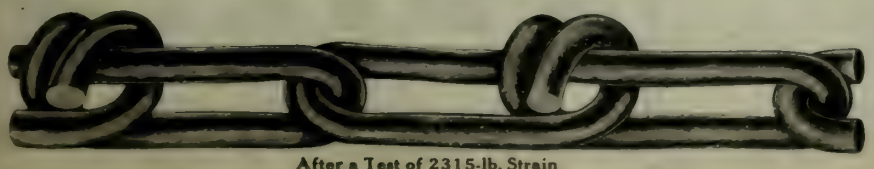

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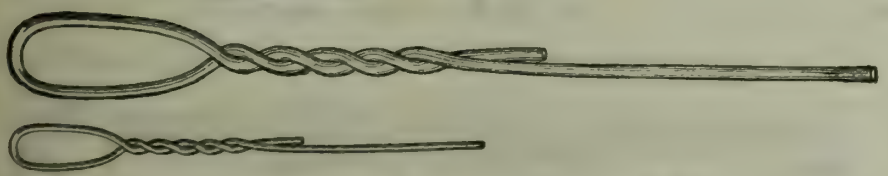

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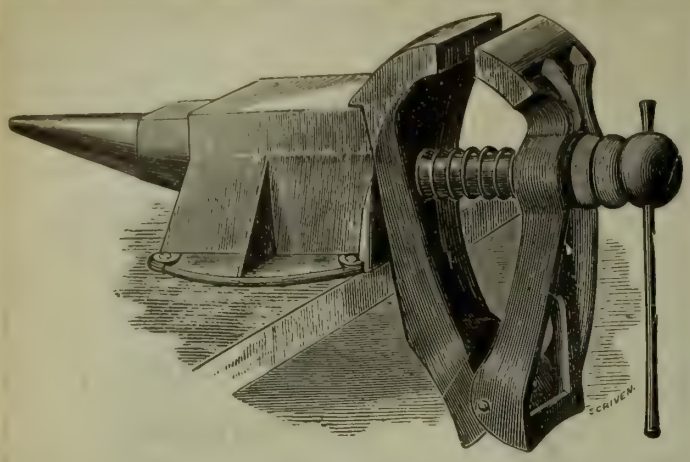

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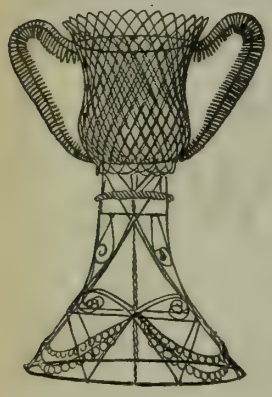

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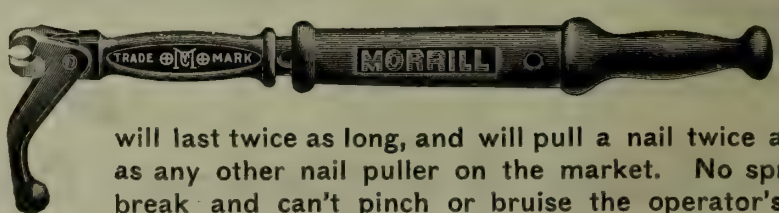

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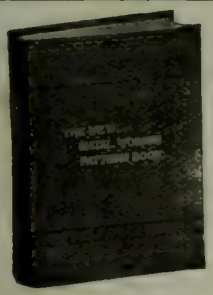

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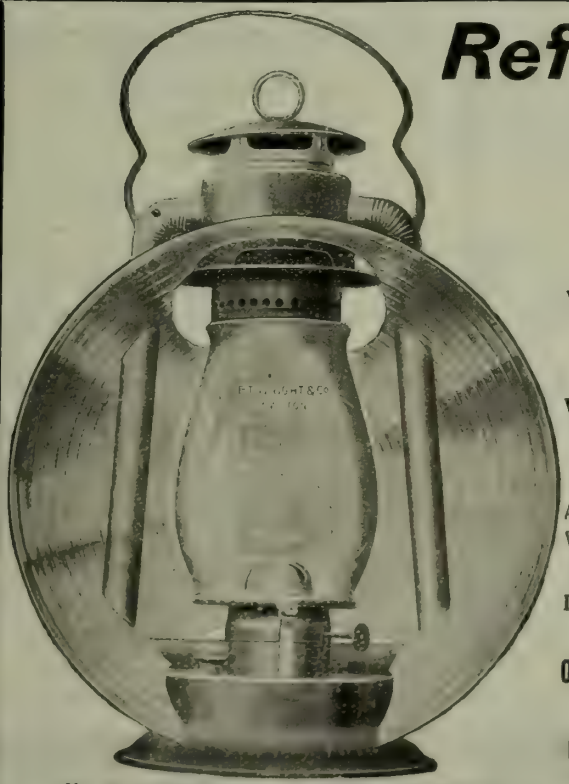

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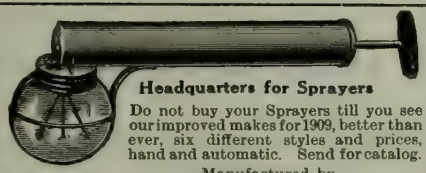

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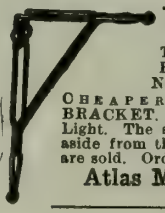

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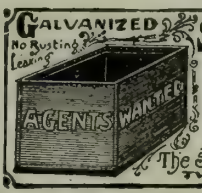

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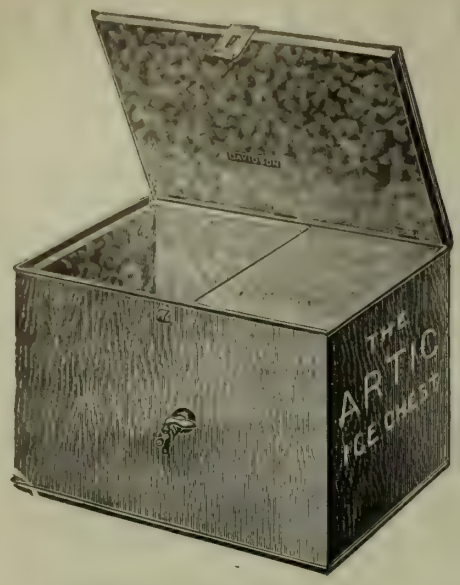

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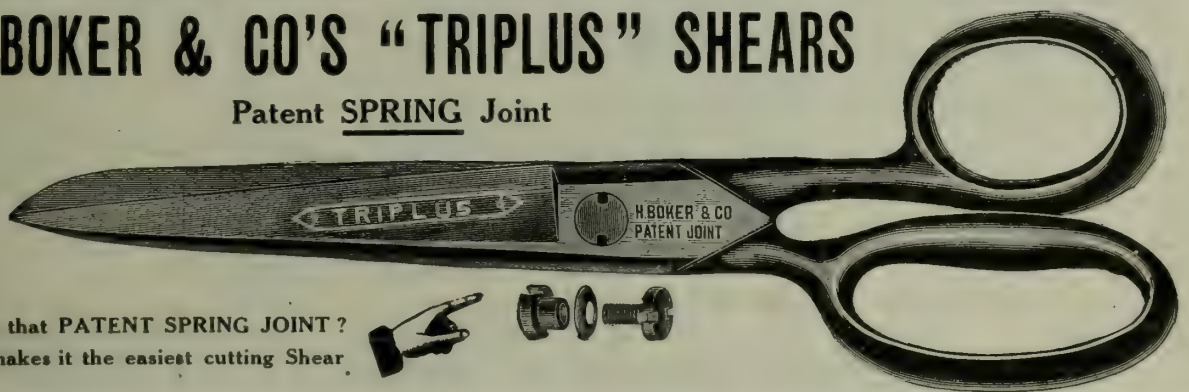

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It makes it the easiest cutting Shear

These Patent Spring Joint Shears are adjusted to give the cutters an absolutely even pressure, which will make them last longer than three regular style shears of the same grade. A trial will convince you.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

THE CONDENSED ADS of The Hardware and Metal are what you should use if you wish to secure a clerk, a traveler or a situation.

Investigate this Fireless Cooker Proposition

The Chatham Jewel Fireless Cooker heightens food's value 50 and cuts fuel bills in two. We can prove it.

We want to help you make money with that latest boon of the domestic scientist—Fireless Cookery—as best exemplified in the Chatham Jewel Fireless Cooker—the "Aluminum Gem." This invention, originally of German origin, has been radically improved upon by the Manson Campbell Co., of Chatham, and presents a perfect solution of the cooking problem. Mr. Dealer—it has a future before it as great as the cook-stove or the sewing machine! Study this message carefully.

The Chatham Jewel Fireless Cooker is of striking value in this climate of intensely hot summers.

The Principle is Quickly Grasped

Chatham Fireless Cookers are made in different sizes and with variants in the application of the guiding principle which is: cooking without a flame, by Scientific Retention of Heat. It is an over and over proven fact, that food once heated to the necessary degree cannot be wisely heated beyond that point nor is continuous application of that heat necessary if the first modicum of heat can but be preserved. It is also universally known that food cooked in the ordinary way loses as much as 50 % of its nutritive value through escaping steam and vapours. The Chatham Fireless Cookers, with their hermetically-sealable, perfectly sanitary Aluminum cooking utensils, solve both these problems absolutely, definitely, and can be sold under our iron-clad guarantee that they will do everything claimed for them. That means that every experimental stage is passed. Be sure of that!

Shows the Chatham Jewel Fireless Cooker, the most perfect cooker yet devised.

How it will Help You

Figure it out for yourself. The Chatham Fireless Cookers are a proven success. The margin in them is generous. The market is as wide as the land itself. Just summarize their good points thus: (1) They lower General Kitchen cost for fuel 50 %, and save 75 to 80 % of fuel actually used in the cooking. (2) Once the food is placed in the Chatham it releases the housewife of all care or concern. It does its own cooking. Does away with the Kitchen Help problem. (3) Insures a hot meal and a cool kitchen. It throws off no heat. (4) Foods cooked in the Chatham Fireless Cookers are 75 % better flavoured for the meats, vegetables, etc., are cooked right in their own goodness. It really does all these things. We can prove it. Be first in your section with this last and greatest boon to women kind—investigate the Chatham Fireless Cooking proposition. Write us to-day.

Let us Prove Everything we say.

Every Home in the Land Wants One.

The Manson Campbell Co., Chatham, Ont.

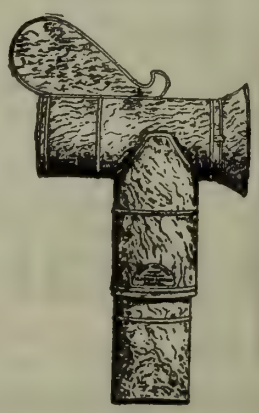
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



GORDON & EAGAN **Plumbers**

Montreal, Dec 8th, 1905

J. W. Harris Mfg Co. Ltd.,
Montreal.

Gentlemen:—
We have much pleasure in advising you that your "Zephyr" Ventilators installed by us have given every satisfaction.

Yours very truly,
Gordon & Eagan, 55c Metcalfe St.

Made by

THE J. W. HARRIS MFG. CO., LIMITED

CONTRACTORS

Montreal

There's a Difference

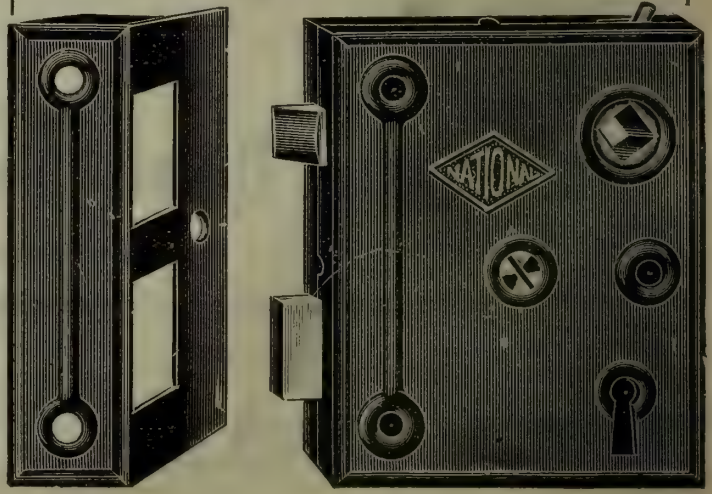
Your customer, who knows what he is talking about and has a knowledge of strong, safe and secure locks will have nothing but a

STEEL RIM LOCK

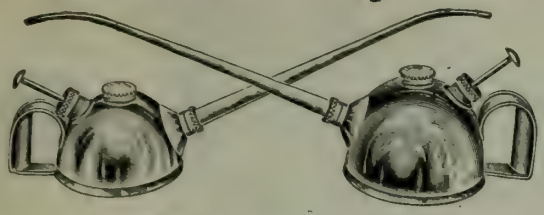
of the NATIONAL brand. Your jobber will tell you all about it.

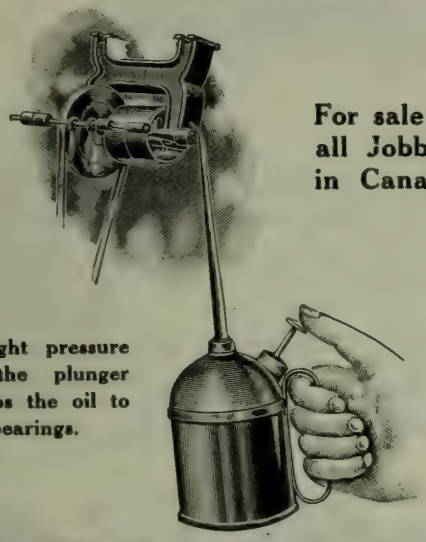
NATIONAL HARDWARE CO., LIMITED

ORILLIA ONTARIO CANADA



Howland's Pump Oilers





For sale by all Jobbers in Canada

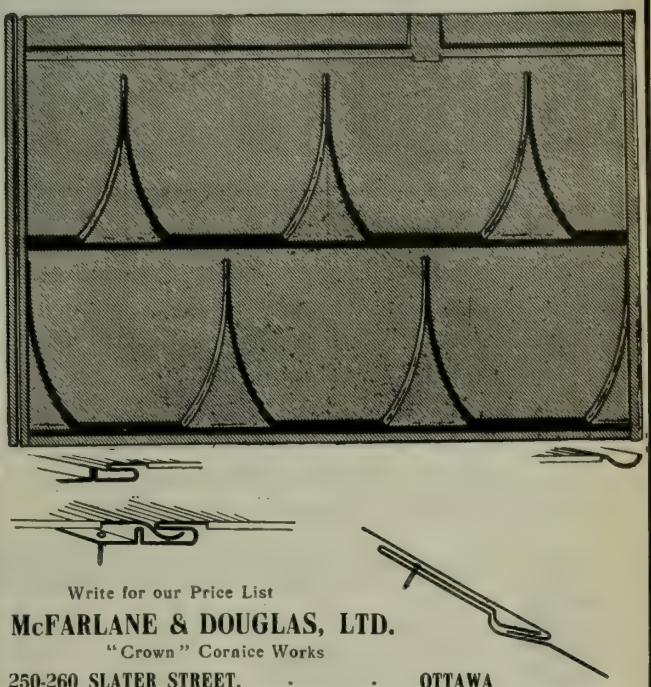
A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

Strengthen Your Hold on the Roofing Trade

You should be a leader in this line of trade as, owing to the general activity in building, there will be more roofing sold this season than ever. You can show the newest and best thing on the market with

"CROWN" PATENT STEEL SHINGLES
LOCKED ALL ROUND



Write for our Price List
McFARLANE & DOUGLAS, LTD.
"Crown" Cornice Works
250-260 SLATER STREET, · · OTTAWA
We have Always Protected the Trade

Just the Thing for Warm Weather

Hygienic Coffee Percolator

It can be used for tea as well as coffee and is an attractive adjunct to any home. We are enabled to supply this perfect percolator to the trade with or without a tray. It is furnished with our new Monarch regulating lamp and comes in polished brass, nickel plated, polished copper and silver plated.

Send for our Complete Catalogue
Buffalo Mfg. Co., Buffalo, N.Y.
Canadian Representatives:
H. F. McIntosh & Co., 51 Yonge St., Toronto

"Brantford" "Roofing" Assistance

We give our agents the right kind of assistance.

A big advertising campaign in leading farm papers makes "Brantford Roofing" well known all over Canada.

All enquiries we receive from advertisements are turned over to dealers for their personal solicitation.

Handsome Catalogs and samples supplied to dealer for distribution to prospects.

Electros of a special series of retailers' ads supplied free to all who will insert them in their local papers.

Just write us for further details.

Brantford Roofing Co., Limited
Brantford · Canada
Montreal Branch: 300 St. James St., Montreal, Que.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

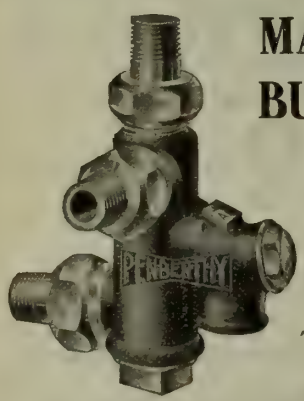
¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



MAKE IT YOUR BUSINESS

to look for the Trade Mark on the body of the Injector.

Show it to your customer. Tell him it's a guarantee that he is getting

The Best Injector Made

We stand back of you with an absolute guarantee.

ALL LEADING JOBBERS STOCK THEM

Manufactured by

PENBERTHY INJECTOR CO.
Limited
WINDSOR, : : : : : ONTARIO

Bone Cutters

This is a favorite size. We make other sizes, from

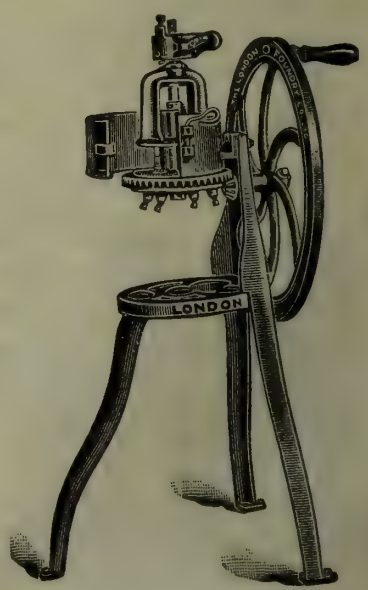
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.

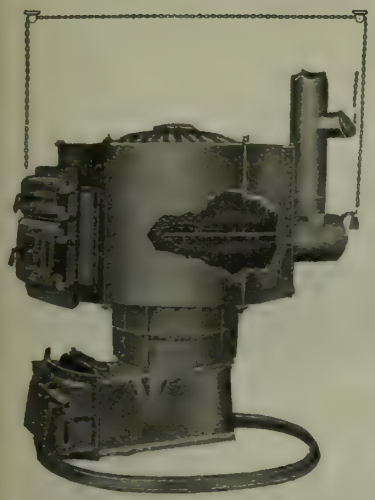


Send at once for catalogue and prices

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Canadian Air Warmer



Made in three sizes—
for all fuels.

Powerful, Economical and Durable Furnaces —fully guaranteed.

If you desire a first-class line of Heating Goods write us regarding our exclusive agency proposition.

The Jas. Smart Mfg. Co.
LIMITED
Winnipeg, Man. Brockville, Ont.

STILL'S
AXE HANDLES

They are just a little ahead of the others, a little better shaped, graded and finished. That is why they are so popular with the trade. That is the reason discriminating dealers demand and desire "Still's" every time.

J. H. Still Manufacturing Co.
Limited
St. Thomas, Ontario

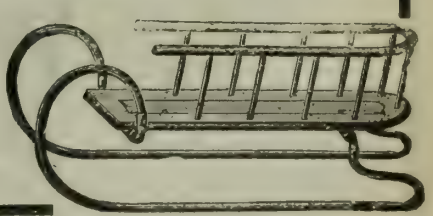
Hit the Iron when it is Hot

Place your Orders for Sleighs.

Our Attractive Canadian Made Lines will please you.

Here are two neat, natty good selling sleighs, suitable for giving the little ones airings, handsomely painted, and giving but a slight index of what we have to offer.

Our Catalogue "F" will surprise you.



THE GENDRON MFG. CO., LIMITED, Toronto, Ont.

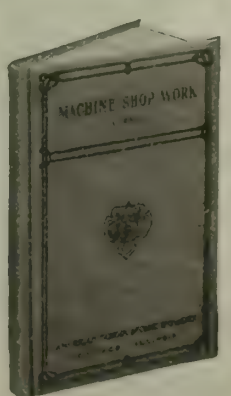
Mensuration for Sheet Metal Workers

By WM. NEUBECKER

All Sheet Metal Workers are aware of the numerous problems arising in finding areas, dimensions and capacities of products turned out from the shop hence the value of this book, giving the principles of the art of measurements as applied in working ordinary problems in shop practice. It gives the methods for finding the length, areas and volumes of geometrical forms, pipes, etc. Every Mechanic, Shop Foreman and Apprent'ce should have a copy.

51 PAGES PRICE 50c. 70 FIGURES

MACLEAN PUBLISHING COMPANY
Technical Book Department
10 Front Street East Toronto, Canada



MACHINE SHOP WORK

BY FREDERICK W. TURNER
Instructor in Machine Shop Work, Mechanic Arts High School, Boston.

Price $1 50

208 pp., 200 illus. Cloth binding. Abounding in interesting illustrations and valuable instruction in the practical use of all sorts of tools and machines used in the up-to-date machine shop, and will be found to meet every requirement of the shopman, from the simplest tools to the most complex turning and milling machines. Contents include Tools Operated by Hand, Power Driven Tools, the Lathe, Drill Press and Planing Machines, Milling and Grinding Machines.

TECHNICAL BOOK DEPT.
The MacLean Publishing Co., Limited
10 Front St. East, Toronto

Catalogue and discount sheet sent on application.

JENKINS BROS., LIMITED

BRANCH AT
95 QUEEN VICTORIA STREET
LONDON, E.C., ENG.

OFFICE & WORKS
ST. REMI STREET & ACORN AVENUE
MONTREAL, QUE.

ANOTHER GOOD ONE

The Momentum Washer

A Step Further in Washing Machine Progress

A machine that lifts washing from common drudgery to a pleasant occupation.

Easy to Start *Easy to Stop*
Easy to Run

Contains improvements original with us. Requires no fussy adjustments. Simply oil, and it will run easier and last for years. : : : : :

Let us show you what it can do

The combination of lever and balance wheel operating together on steel ball bearings with a natural, easy movement, equalizes and regulates the stroke at any speed you may desire. When once in motion the Momentum, acquired by balance wheel, keeps the machine going with little effort. Agitates the clothes twice as often, and does the work in half the time required by other machines. : : : :

The Dowswell Manufacturing Co., Ltd., Hamilton, Ont.

AGENTS: W. L. Haldimand & Son, Montreal
H. F. Moulden, Winnipeg

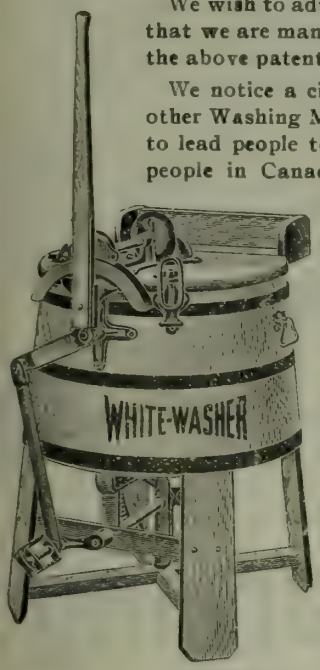
The

Connor High Speed Washer

Patented Feb. 23, 1909. *No. 116883.*

We wish to advise our customers and friends that we are manufacturing this washer under the above patent.

We notice a circular letter sent out by another Washing Machine firm which would try to lead people to believe they were the only people in Canada that had a patent on a Washing Machine.



All we wish to say is, our patent is good. Our washer is the most perfect machine yet produced. All cog gears are covered. The only machine with the foot power attachment. It makes a bigger circle with the clothes and it works about as easy with the clothes as without. The large fly wheel is under the tub and runs on double ball bearings. Our catalogue fully describes this wonderful machine. We sell only one dealer in a locality.

WRITE AT ONCE

J. H. CONNOR & SON, Limited - Ottawa

Metal Side Walls

Every public building in your town should have metal ceilings and side walls. It is our fault and yours, if they haven't. Let's get after them. Send us the names of people in your town who might be interested in sheet metal interior decorations, and we'll stir them up in your behalf.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

You May Become a Practical Window Dresser For $2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

26 Pages **8 x 11 Inches** **300 Illustrations**

Price $2.50. (Payable in Advance)

Send for Descriptive Circular.

Technical Books, 10 Front St. East. Toronto

The Lane That Had No Turning

Last week we told you about the McClary magnitude--this week how such was made possible. 1847--this was the inception of the McClary Manufacturing Company, so we are sixty-two years young.

Honesty, Fair Play, Care, Sure Service, Straight Methods, Honor--these were the trusted foundation stones.

Famous--this was the powerful motto.

Write this large: That-Sixty-two-Years-as-Sure-as-the-Sun-Course-Has-Never-Changed ; year in, year out, hard times, prosperous times, the McClary way has always been the right way, the square way, and the time-lasting way.

1847 found us of small dimensions.

1909 finds us the largest makers of stoves and ranges in King Edward's domains. You know about "Pandora" and "Sask-Alta," the two widest advertised, quick-selling ranges in Canada.

We attribute our expansion to two things--the confidence of others in us, the continuation of the worth that made such confidence possible.

We regard that "repeat" patronage of the trade as an unfailing sign that we are regarded as expert stove-makers, expert stove-shippers ; and, believing this, we also believe the most profitable advertising to be the good opinion of the other fellow after he has had reason to form some sort of an opinion.

And for 1909 and thereafter it will be: "The Lane that had no Turning."

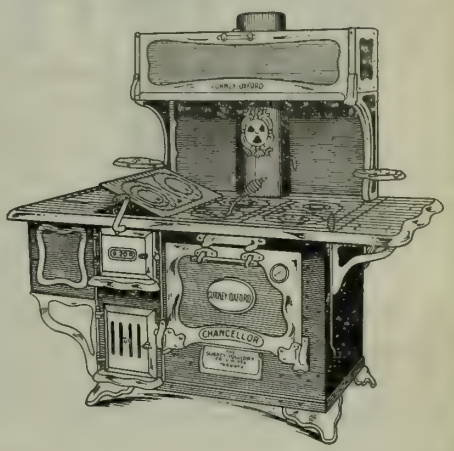
McClary's

London
Vancouver
Toronto
St. John, N.B.
Montreal
Hamilton
Winnipeg
Calgary

ARE YOU FAMILIAR WITH THE DETAILS OF OUR NEW

Chancellor Steel Range?

The new series Chancellor (see illustration) is undoubtedly the finest production in the steel range line. Apart from its magnificent appearance it has also many pronounced features that all combine to make it truly practical in use. The warming closet is extra large, with drop door. This door, when down, forms a shelf to pull dishes out on to—no danger of breakages with this type of door. Large broiling top, and round-cornered fire box. Grate pulls right out and can be adapted to coal or wood use in a very short time. Divided flue strip on top of oven, guaranteeing good baking results. Don't fail to stock this range. Big sales are certain for you with this article on your floor.



GURNEY FOUNDRY CO., Limited

TORONTO

HAMILTON MONTREAL WINNIPEG CALGARY EDMONTON VANCOUVER

Everything for the Plumber

We offer a selection from nothing but good quality with every element of risk eliminated for you in advance.

You don't have to discriminate here between good and bad.

Our customers are able to give satisfaction, because they get it.

All requirements for Bath Room, Lavatory, Kitchen and Laundry.

The James Morrison Brass Mfg. Co., Limited

93-97 ADELAIDE ST. W.
TORONTO

Hamilton Jewel Gas Ranges

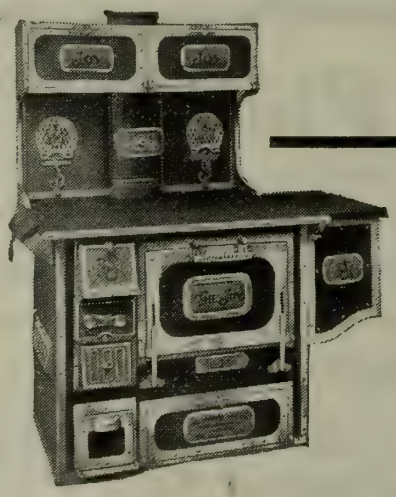
THESE ARE THE RANGES YOU SHOULD HANDLE

1. BECAUSE they are equipped with Jewel Adjustable Needle Valves, the most perfect gas valve ever constructed.
2. BECAUSE they are fitted with two-piece slotted burners which can be easily removed for cleaning.
3. BECAUSE both the main top and oven bottom are made of cast-iron (not sheet steel) and will neither burn out nor rust out.
4. BECAUSE the Graves Patent Safety Lighter is used to light the oven burners. The dangerous Pilot light is discarded and explosion made impossible.
5. BECAUSE the ranges are mounted on five-inch nickel-plated feet, making it easier to sweep under them.
6. BECAUSE you don't have to wait for repairs in case any are needed. No customs entry, no duty, no delay.
7. BECAUSE they are equal in approved up-to-date features, mechanical construction and handsome finish to anything produced on the American continent, and FAR SUPERIOR to most imported U.S. ranges.
8. BECAUSE they are made in over 100 VARIETIES and you can get any style you wish.

THEY ARE MANUFACTURED ONLY BY

The Burrow, Stewart & Milne Co., Limited

HAMILTON, ONTARIO ——————— Established 1864



Pleases Its Patrons
Pulls New Patronage

The Joy Malleable Range

From week to week we have been telling you, Mr. Hardware Dealer, of its advantages and strong selling points. Here is one more talking topic:

Water Fronts occupy the entire left side of the fire-box, and being made of Malleable Iron, they can be much thinner than if made of grey iron, thus heating the water quicker, while they will out-wear the heavy grey iron fronts

These sizes are ready: No 8, 18, Square and High Closet. No. 8, 18, Reservoir and High Closet. No. 9, 26, Square and High Closet. No. 9, 26, Reservoir and Closet.

ARE YOU SELLING THE JOY MALLEABLE?

The Canadian Heating & Ventilating Co., Limited

Owen Sound, Ontario

Western Agents: Christie Bros. Co., Ltd., Cor. Henry & Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C.

After All

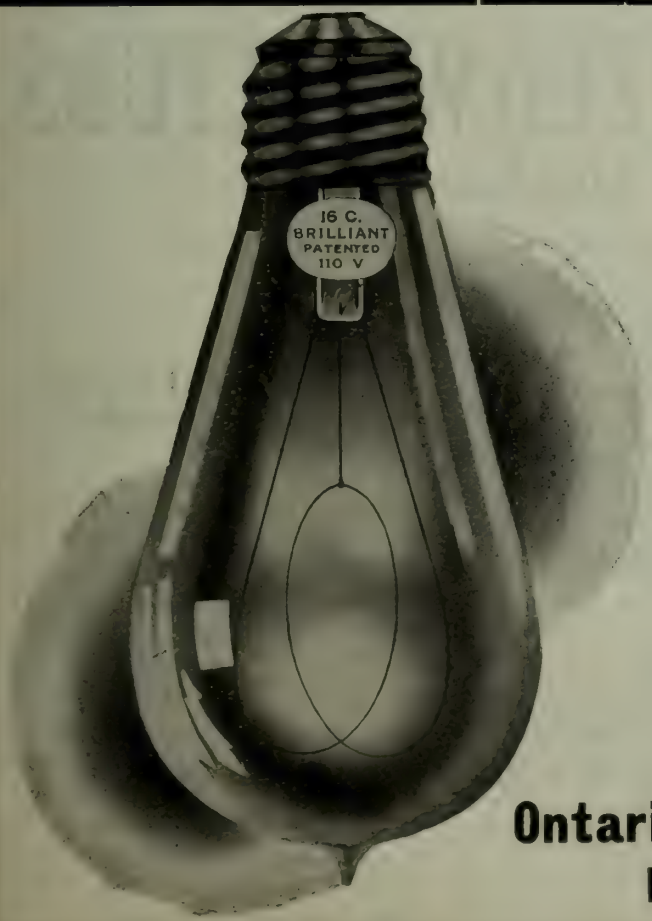
KNOWING HOW

Is what Counts

That's the REASON why we are catering to the most technical buyers in STEEL and WIRE. Our many years experience has given us the knowledge of KNOWING HOW to supply the varied requirements of the steel and wire trade, and if experience is a valued asset, we solicit the courtesy of your enquiries in STEEL and WIRE products, which will at all times have our immediate attention.

LIST OF PRODUCTS ON REQUEST

United States Steel Products Export Co., Montreal, Que.



QUALITY

is the first consideration in the manufacture of our

"BRILLIANT"
AND
"SHELBY"
INCANDESCENT LAMPS

They are all carefully selected and fully guaranteed

MANUFACTURED BY

Ontario Lantern & Lamp Co., Ltd.
Hamilton, - Ontario

KEEP RIGHT ON SELLING

Dominion Ammunition without boosting it, and watch it boost itself. Or stack it up against the best duty-paying ammunition you can buy, and see which lasts the longest.

Dominion Improved and ***Proved*** cartridges and shot shells are every one a graduate from the Dominion System, the newest and severest testing system in the world of ammunition.

YOUR CUSTOMERS WILL DEMAND

Dominion Improved and ***Proved*** Ammunition, because it is *Better,* and because it costs less, being *Made in Canada.* For any size and make of gun, and *Guaranteed Sure.* Ask for catalogue.

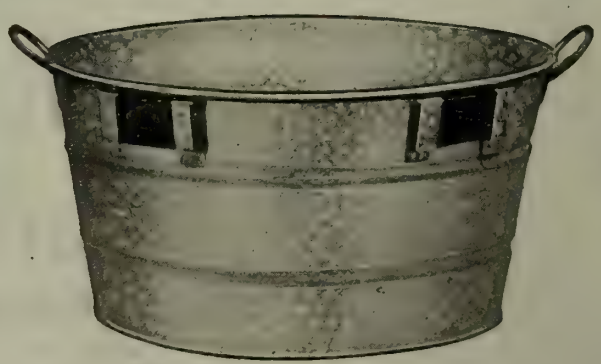
DOMINION CARTRIDGE CO., LTD.
Montreal, Canada

DOMINION
IMPROVED AND PROVED
AMMUNITION

KEMP'S GALVANIZED WASH TUBS

With Wringer Attachments

NO HOOPS TO FALL OFF



LIGHT, YET STRONG AND DURABLE

Nos.	1	2	3
Inches	20 x 11	23 x 11	25 x 11
Per Doz.	$12.40	$13.50	$15.40
Bundle Lots, Doz.	½	½	½

WRITE FOR DISCOUNT

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Hardware Assn. Excursion to Montreal

Large Crowd Likely to Take in the Boat Excursion From Toronto to Montreal—Hardware Manufacturers and Jobbers to Entertain the Excursionists—Many Ladies Will Join the Party—Montreal Retail Hardwaremen May Organize.

Numerous inquiries have been received for information regarding the excursion to Montreal to be conducted by the Ontario Retail Hardware & Stove Dealers' Association the last week in August. Circulars were sent out by the association to every hardware firm in Ontario, but many travelers and others connected with the manufacturing and jobbing houses are also asking for particulars.

The excursion will leave Toronto on Monday, August 23, at 3 p.m., on the steamer Kingston, of the Richelieu & Ontario Navigation Co. Calls will be made at Charlotte, N.Y., that evening and the boat will call at Kingston the next morning at 6 a.m.; Brockville at 9.20 a.m., and Prescott 10.25 a.m. Stops will also be made at Thousand Island Park and other ports on the St. Lawrence river before shooting the rapids. Montreal will be reached on Tuesday at 6.30 p.m.

At Montreal a committee of hardware manufacturers and jobbers will provide a programme of entertainment. This has not been finally arranged as yet, but invitations have been received from several concerns which will be referred to the committee in charge of the programme. One or two mornings may be given over to meetings to discuss trade matters, this leaving the afternoons and evenings free for other features of the programme. These will be announced later, but it can be taken for granted that Montreal's record for hospitality will be lived up to.

What the Trip Will Cost.

For the water trip, including meals and stateroom, down and back, three days on the boat, a special rate of $19 is quoted to members of the association and their families. To others the rate is $20, the extra dollar going to pay expenses of printing, etc. No profit will be made on the excursion. Pleasure, rather than profit, is the object.

Travelers who are honorary members of the association can take advantage of the $19 rate. Those not honorary members can pay the $20 rate or by paying the $1 honorary membership fee the $19 rate is available.

The regular return rate, Toronto to Montreal, is $16.70, by either boat or rail, meals and berth not included. It costs $21.70 by rail in sleeping car, while the charges for meals on the boat are 75 cents and $1, with berths from $1 to $3 per night. It will be seen, therefore, that the $19 rate is a very favorable one.

Montreal hotels quote the following rates: Queen's, room and meals, $2.50 per day; St. James, room and meals, $2 per day; Carslake, rooms, $1 per night; St. Lawrence Hall, rooms, $1 per night up. The Queen's, St. James and Carslake are all close together, an advantage in keeping the party united. The St. Lawrence Hall is on the same street half a mile away. The Corona, rooms, $1.50 per day, is a splendid house, but a considerable distance away. It is advisable to reserve hotel accommodation ahead.

As most of the party will be in Montreal from Tuesday night to Saturday noon, the expense of the trip (boat and hotel) will be about $27 to $29, according to hotel selected. To this must be added railway fare to Toronto and return, and incidental expenses.

Hardwaremen residing east of Toronto can take the boat at Kingston, Brockville or Prescott, the rate from these points being $10 for the round trip, including meals and stateroom.

The Return Trip.

The majority of the party will return together on the boat leaving Montreal, Saturday, August 28, at 1.30 p.m., and arriving in Toronto Monday, August 30, at 7 a.m., this being the opening day of the Toronto Exhibition.

Tickets are good for return, however, any time before the close of the season, with stop-over privileges at any point.

A special rate of $7.50 is quoted to any in the party who wish to make a side trip to Quebec. Boat leaves Montreal 7 p.m. and arrives at Quebec 6.30 a.m. Leaves Quebec 6 p.m. and arrives at Montreal 7 a.m. Berth for two nights is included in this rate.

Berth Reservations.

Tickets at the reduced rate can only be secured from the secretary of the Ontario Retail Hardware Association, 10 Front Street East.

It is advisable to engage stateroom accommodation before August 1, as the choicest selections will, of course, go to those who register first. Reservations can be made on payment of a deposit of $5 on account (subject to cancellation up to August 16, the deposit to be returned if cancelled by that date).

The retail hardware trade throughout the province is talking about the excursion and present indications are that a large number will enroll at the last moment. The boat is the largest on the lake and can accommodate several hundred, but everyone cannot have outside staterooms near the centre of the boat.

Folders issued by the R. & O. Navigation Co., descriptive of the route through the Thousand Islands and down the St. Lawrence river rapids, will be sent to any applicant by the association secretary.

About two-thirds of the members who have signified their intention of joining the excursion party will take their wives, daughters or sisters along. And rumor says one or two intend taking some other fellow's sister, after having a ceremony performed beforehand.

It certainly is about as good a chance for a hardwareman to give his wife an outing as has presented itself to the trade in Ontario. The crowd will be all hardware, and both men and women can get friendly from the start. And at Montreal, if the men have a meeting, they will ask the ladies to come along—or possibly the entertainment committee will take the ladies out for an automobile ride around the city.

Then there will be some singing and yelling. The secretary has worked up a "yell" which ought to make a crowd of college students envious, and it is expected that some good singers will be along to make up a free-and-easy chorus to enliven the boat trip. Mr. Cinnaman, of Lindsay, is one who will be expected to sing.

Altogether, the outlook is for a splendid time on the excursion, and it is safe to say that Montreal and the Montreal hardwaremen will be long remembered by those who participate in the outing.

TO INVADE MONTREAL.

The Montreal Star of July 12 says: Two hundred members of the Ontario Retail Hardware & Stove Dealers' Association will visit this city during the last week of August. The party will leave Toronto on the afternoon of Monday, August 23, arriving in Montreal on Tuesday evening. The party will remain here until the following Saturday afternoon. The Harbor Commissioners have invited the visitors to a trip around the harbor. The Sherwin-Williams Paint Company, the Montreal Rolling Mills, and Lariviere Limited, will show the party around their respective establishments and entertain them to luncheon.

THE ASSOCIATION YELL.

Hardwaremen who intend taking in the Ontario Retail Hardware excursion to Montreal the last week in August are urged to get their lungs in good order and memorize the following:

H-A-R-D-W-A-R-E.
Retail Hardwaremen are we
Hammers and hatchets, nails and tacks,
We're out for a good time, so don't get an axe,
H-A-R-D-W-A-R-E.

Private Brands vs. Regular Brands

Is it Treating the Manufacturer Fairly And Honestly To Ask Him To Sell His Product Under Privat Brands And Then Demand That He Do Not Sell Goods Of His Own Brand To Catalogue Houses Or To Retail Houses? A Change In Manufacturers' Distributing Methods Inevitable If Jobbers' Private Brand Policy is Continued—Address by J. C. Birge, of St. Louis Shovel Company, Before the American Hardware Manufacturers' Association.

I have not the most remote idea who framed the interrogatory which is presented for our consideration, but believe that I am not expected to question the honesty of merchants, whose integrity as a class is doubtless as high as that of any other body of business men in our country. Even though merchants do refuse to sell goods bearing the manufacturer's name, and at the same time demand that the manufacturer shall not sell to catalogue or retail houses, the demand is thoroughly honest, because it is absolutely free from craft or deceit. The demand may also be accepted as fair because the manufacturer is not bound under any law of our land to conform to the request, but may sell to any one who is willing to buy. Moreover, I am not pledged to speak on the affirmative of the question. It has not been my desire to discuss this subject, and I certainly would not do so in the conventional manner of a debate. I will, however, respond to one phase of the question, and ask: Is the policy wise?

As the factory which I here represent has never sold any goods to any catalogue house, and for many years has generally declined to quote retailers or large consumers, some of which purchase many lines of hardware in greater quantities than do many of the firms represented here, my standing on the question at issue ought to be regarded as honorable when viewed from the standpoint of the jobber. It, therefore, seems to me that a confidential talk with the merchants here gathered may be made by me with as good grace as if made by one who has acted less in accord with their expressed ideas. For a better understanding of the situation a word concerning the relations of merchants and manufacturers seems to be both pertinent and necessary. Secretary Fernley in his address yesterday said the good manufacturer should recognize the jobber as the proper avenue of distribution.

Avenues of Distribution.

It may be said at the outset that the Hardware Manufacturers' Association has heretofore on more than one occasion declared that tenet, and yet again this law is handed down from the jobber's highest authority for our guidance. In general we have acted in accordance with that law. We have also left it for you to fix the further channels through which our products shall finally reach consumers, which is presumably through the retailers. The very few manufacturers who have sold direct to mail order and catalogue houses or to consumers do not appear to have been handicapped because of their refusal to conform to your request, for you have apparently purchased as freely from such manufacturers as you have from those who have voluntarily bound themselves to you. On the whole, however, you have been treated in this matter by the manufacturers with remarkable fairness and with a consistent regard for your expressed wishes. You have been conceded by the majority of those manufacturers the practical and untrammeled control of the hardware trade of the country, including the retailers, municipalities, the government, railroads and other large corporations; also the trade of many large and some very small consumers, a portion of which if you would be thoroughly consistent with the theory that the retailers should sell to consumers would go to consumers through the retailers. It must be admitted, however, that the trade of some of the large consumers is beyond the reach of the average retailer, and is possibly beyond the capacity of some small jobbers to supply and under normal conditions would be handled by the manufacturers direct. This question of distribution is also confronting merchants in other branches of trade. In Portland, Ore., at the national convention of retail grocers held last week, a resolution was adopted and telegraphed to the Jobbers' Association in Detroit to the effect that a wholesaler who supplies a railroad or other so-called consumer should be classed by the manufacturers as a retailer and sold as such.

Origin of Private Brands.

As already stated, the channels by which hardware shall reach consumers is left with you, but the premise is that when the goods go through your hands to those large consumers it is required by you that the manufacturers' names must be omitted from all articles and that your private brands shall be substituted. This is being done at our expense and with a meekness worthy of saints. Until recent years certain articles in general use, having been continuously made with great care by skillful workmen under the honest and careful supervision of managers who aim for high standards, finally became well known throughout the world because of their recognized excellence. In some of these productions were expressed the experience and skill of a generation. The high quality which resulted can hardly be maintained by the less careful processes to which your present methods are leading, and which is bringing on an era of cheap and inferior goods. The good reputation of some of these goods is cherished by many producers as the heritage of an honored name which is worthy of preservation.

A few years ago some jobbers arranged to have their firm name placed upon goods in conjunction with the words, "Made expressly for," a legend which was not in any sense calculated to deceive. The laudable purpose of this idea was undoubtedly to advertise the merchant. In the course of time certain jobbers arranged for special articles to be used for competive purposes from which the manufacturers' name was wholly eliminated, and in lieu thereof there appeared a name under which the article was sold, but which the manufacturer was not permitted to use on the goods of another dealer. Thus was inaugurated private brands.

Quanity Being Sacrificed.

There was one merit in this system, which was that the merchant could from time to time buy these goods from the lowest bidder and could buy them during any season from various factories, which was a common practice, all the various goods going out under the one private brand, the ultimate buyer remaining ignorant, and possibly indifferent, concerning the real source from which the goods came, naturally presuming that all bearing a given brand came from one factory. It must be manifest to any intelligent person that under this system the quality of goods in general is sure to deteriorate, because the various manufacturers, some of whom may, perhaps, have but a single order, furnish the articles according to the price, having no interest except to satisfy the jobber and convince him that he will fit the quality to the price, as agreed. The custom has become so general that crossroads merchants and retailers throughout our country, emulating the dignity of large jobbers, now desire upon their goods some name which will conceal their origin and which usually means nothing to a consumer.

The practice referred to is being adopted in the dry goods trade and by druggists, grocery retailers and small trade generally. In the drug and grocery trade the fact has been developed that the makers and sellers of private brands are the most active and powerful influence in the country against a strict interpretation and a vigorous enforcement of the pure food law and in favor of the use of artificial preservatives in food products.

Merchant's Name No Guarantee.

It is claimed by merchants that having their names placed upon articles is their assurance of good and uniform quality. True, the name of a merchant in the place where it properly belongs is as good as that of a manufacturer, but in no sense can it be equivalent as a guarantee of quality to the names of the men who make the goods and who are the only persons who fully know their real character and are primarily responsible for their quality. The good reputation of a jobber rests in his being an honest, fair and successful merchant. It is not in his being a manufacturer, because he is not a manufacturer. His proper and admitted function is that of a distributor. If he really becomes a manufacturer, as some do in a small way, the manufacturers with equal propriety may then also become distributors. If manufacturers conceede to you jobbers the absolute sale of their products and never interfere with your customers, and you in return will not represent their standard goods, it is not strange that the producer should be solicitous for his own reputation and become inclined to press his goods through channels which will give him proper recognition. The vital point, therefore, from the standpoint of the manufacturer is how can he be recompensed for parting with his name and reputation.

Jobbers and Catalogue Houses.

In later years the so-called catalogue and mail order houses referred to in the question before us have been established, whose merchandise was originally supplied almost entirely by large jobbers in our commercial centres. In referring to those two types of houses, which have become numerous, I will for convenience speak of both classes as catalogue houses as indicated in the resolution. These houses, as was known from the beginnig, have sold direct to consumers, and during the time when they were supplied by the jobbers their trade increased in volume to such an extent that it soon exceeded that of the largest regular merchants. They accordingly began to buy some goods from manufacturers, whereupon manufacturers generally were informed that these houses are the enemies of the retailers and the manufacturers were accordingly requested not to deal with them because the jobbers were the proper channels for distribution of their products. Catalogue houses from the time of their establishment have doubtless been enemies of the retailers, and also became enemies of the jobbers after the jobbers were unable to hold their trade without protest from the retailers.

Previous to the serving of the notice upon the manufacturers to which we have referred, the catalogue houses sold many goods bearing the manufacturer's name, this being their preference. They also introduced many new articles which the manufacturers had to offer, and which goods might even now be sold through that channel more conveniently and in larger quantities than through any other. Since the crusade was inaugurated these houses have been forced to buy the greater part of their goods under private brands, and therefore now can and do sell, for reasons well understood, at a lower relative price than they did standard factory brands on which quality and resale price was controlled.

It mus be admitted that the development of the catalogue house business means a corresponding curtailment of the retailer's business, and since the jobbers are supposed to have generally discontinued that trade, it is to that extent a curtailment of the jobbers' business, but it does no reduce the demand upon such manufacturers as will sell them, and for the obvious reason that the goods must be produced at some factory. They certainly get them elsewhere. The effect of the refusal of many manufacturers to supply these houses has forced them also to enter upon the manufacture of some lines—a fact the force of which you may not fully appreciate.

A One-Sided Proposition.

Your demand, as we understand it, is that the manufacturer should not sell these catalogue houses, nor to the retailers or to the large consumers already referred to, nor to any merchant not classified on your list as a jobber. You urge that we should sell exclusively to you—the jobber. The manufacturer naturally asks you if in return for the restricting of his trade to you alone you will represent his goods or give him a protection such as you ask for yourselves. You must admit that your answer is substantially "No," that he may make such goods for you as you may order, but he must not be known in the transaction. The goods must be known as your goods and apparently as of your make, and you are willing to compel the retailers to compete against these new catalogue house special brands with your own special brands, and withhold from them as far as possible all standard goods.

This is the real situation and it affords a barren outlook to an enterprising and conscientious manufacturer if the condition is permitted to continue. The manufacturer has often asked you, "Why will you entirely eliminate our brands, many of which are of value and of long standing, and at the same time expect us to keep our regular goods out of the market?" The reply which you have frequently given is that you can sell private brands to the retailer and make a better profit on them than you can on standard factory brands. Now, it is claimed by nearly every manufacturer whose opinion I have heard expressed that he will sell a regular brand of his goods of a given grade as cheaply as he will a special brand of like quality. As a fact, when we consider the additional cost of making special brands, which must in many cases be started from the beginning and which is expensive, especially on small assorted orders, also the more important fact that the manufacturer can make up standard goods in larger quantities and in straight runs in advance of shipment, they can and will furnish regular brands of goods at as low a price to the jobber as they will specially branded goods of a like grade.

Jobber Gets The Profit.

Who, aside from the manufacturer, suffers from these uneconomical methods? It must be clear that if the jobber makes a greater profit on his special brands than he does on factory brands a loss necessarily falls not only upon the manufacturer, but upon the retailer or consumer who pays the difference.

Is it, therefore, to the advantage of the retailer and consumer to buy standard brands? It certainly is, because for reasons already given they are liable to get better goods at a given price, unless, as is sometimes the case, the article is really of the highest quality, but none are of higher quality than the manufacturers' best brands. Moreover, the endorsement, the pride and prestige of a manufacturer is behind the goods bearing the manufacturers' brands, and factory brands are universally preferred by artisans who are familiar with tools. These artisans and workmen are continuously moving from one state or district to another and are therefore often confronted with unfamiliar names upon the goods offered for sale.

A jobber may as safely warrant an article bearing a manufacturer's brand as he can the same grade of goods without that brand. It must be perfectly clear to any intelligent retailer that a standard manufacturer's brand of a given grade is more salable and more profitable than are the majority of nondescript brands in common use. If a low grade is desired by the merchant, the manufacturer can produce it and label it as such and the retailer knows exactly where it relatively stands. He will know that a manufacturer's cheapest grade can be bought just as cheaply as a jobber's brand of the same grade.

Private Brands No Index to Quality.

Is it to the advantage of the jobber to sell special brands? It must be admitted that a very few jobbers are earnestly seeking to preserve the high quality of certain goods made for them under some of their private brands, but the thousand and one private brands used by the majority of jobbers have been no index to the real quality of the goods. It would, therefore, seem clear that a jobber who buys good goods on which the producer's name is placed is, under the existing lamentable conditions, in far better condition to compete with the numerous special brands with which the market is now flooded and with the catalogue house trade than by using a private label. There can hardly be a doubt on this matter from the standpoint of the retailer.

The use of special brands has been carried to such an extreme that it leaves the manufacturer with no avenue for the distribution of his standard goods, except he shall pass over you and in

some way directly reach the distributor. If the manufacturer had manifested a disposition to sell to consumers the present conditon would be better understood, but because of your attitude you are driving the manufacturers to extreme measnurers, and some of them are now preparing to reach the trade with their best goods by direct channels, and in the very near future, unless you will co-operate with them as they have with you, and in some reasonable degree represent their products, the sale of whose output has been honestly and completely in your hands, you will soon discover that your chief competition will not come from catalogue and mail order houses, but it will come from manufacturers direct. There has been nothing heretofore to prevent them from reaching for a direct solution of the matter except the consideration which they have had for you, the good-will which they have felt toward you, and their evident desire to work through the old established channels; but you are pushing them to the limit by asking them to continue a policy which is destructive to the reputation which they have at stake. This reputation and their position in the markets of our country have been set aside to concede to you a profit on all the goods which they manufacture by passing them exclusively through your hands, leaving them to remain an unknown quantity except in their relations with you.

An Upheaval Predicted.

In the face of this fact there now comes the oracle of the National Association, who in his address to you yesterday after referring to the encroachments of northern jobbers into your territory with great solicitude for your welfare emphasizes the duty of manufacturers to protect you in this competition. Protect against what? Is it to be against his refractory clients whose goods you do not know who made, to protect you on goods which we do not know who made? There can be no protection when you choose to remain a competitor of the manufacturer. He can protect only on known goods.

I would, therefore, answer the question, Is the policy wise? by saying to you in all sincerity that its untimate effect will doubtless show that it is not wise, but that it would be wise for a considerable number of you to introduce into your stocks some regular brands of manufacturers' goods and represent them fairly, making it for the interests of manufacturers to sell exclusively through you. They will surely give special recognition and protection to all merchants who will thus co-operate with them, and some merchants are now approving this policy. Failing to do this, there is sure to be a material change and a general upheaval in the methods of many manufacturers in doing business, and this in the very near future, because there are many strong and aggressive producers having staple, well-known goods, who are determined that these products shall in some way be fairly represented.

Parcels Post System in Great Britain

British Tradesmen Suffer From the Efforts of the Postal Department to Increase its Revenue — The C. O. D. Feature of the Parcels Post—Proposals to Establish it Defeated—Parcels Post as it is Worked in the Mother Country — Special Investigations by Hardware and Metal's Staff Correspondent.

Sheffield, Eng., July 8.—Some interest has been taken here in the campaign in America against the proposed establishment of the Parcels Post C.O.D. system, because we have gone through it all, and successfully resisted a part of the proposals of the post office.

A few years ago, Lord Londonderry, who was post-master general, when Lord Salisbury was premier, attempted to introduce the system in the United Kingdom, and there was immediately such a storm of protest by shopkeepers, that the scheme was dropped forthwith. Virtually every trade assocition took the matter up, and a host of petitions resulted in the Postmaster General receiving a deputation of representatives of retailers. His public reply was that too strong a case had been made out against the proposal for him to think of perisisting in its institution.

In Force With Some Colonies.

But in May, 1908, there was again a flutter in the dove cotes, when the post office issued an announcement in the following terms:—

> To increase the facilities for trade in small articles within the Empire, the Postmaster-General has been in negotiation with certain of the colonies and Dependencies for the establishment of a mutual cash on delivery system. Under this system goods can be posted from this country and the money collected for the vendor by the Post Office at their destination, and vice versa.
>
> The first of these services will be brought into operation on June 1 next, and will be available between the United Kingdom and Egypt, Malta, Cyprus, and the British Post Offices at Constantinople, Smyrna, Beirut, Salonika, and Tangier.
>
> In outline the procedure is as follows:
>
> The vendor takes his packet to a post-office, fills in a form, and pays a special fee of 2d.
>
> He is given a certificate of posting, which he ultimately restores to the post-office when receiving the cash.
>
> The post-office collects from the addresses the value as stated by the vendor in the form, and remits it by money-order or postal order to the vendor, after deducting whatever may be the commission on the money-order or postal order itself, in addition to the delivery fee.
>
> The chief restrictions are that the sum to be collected (the "trade charge") must not exceed 20l., that the system is confined to goods sent in fulfilment of an order, and that the goods must be sent by parcel-post unless they are registered or insured.

On the face of it, this was not serious, but the feeling grew that it was the thin end of the wedge, and again, there was an agitation against the introduction of the system. The belief was that an effort would be made to introduce it into the United Kingdom. An assurance was given that there was no such intention at present, and in October, 1908, the C.O.D. system with a few remote parts of the world was introduced. With the majority of the places named, there was no demand for the system, and it is little used, except with Egypt and Malta, where there are British populations.

One fact brought to light was given in a letter from the Postmaster-General of Egypt, who stated that France had been making for some time £25 000 a year out of the system, but it would be interesting to know how much of this gain went into the pockets of the few who run the big stores.

Hard on the Retailer.

At the time, J. Henniker-Heaton, M.P., who is considered to be a high authority on the postal system, wrote a letter to the "Times", in which he confessed the opposition offered by every country shopkeeper and tradesman to the introduction of the "value payable" or "cash on delivery" system, astonished him, and he was bound to admit they had strong grounds for their action. Continuing, he said:

"The resolutions passed by the public bodies protested strongly against the innovation, because the country tradesman had to pay ever-increasing heavy rates and taxes; and, therefore facilities should not be given by the Post-office at the public expense to colossal London houses for supplying the people with their goods, to the injury of the struggling local tradesmen. The cash on delivery system would undoubtedly prove a great convenience and a security from strangers, because the postman collected the money on delivery of the goods. On the other hand, the bad habit would be practised of country people taking credit from their local trademen and paying cash for London goods. In Germany no

less than ninety million pounds sterling was collected by the postman for cash on delivery goods last year."

Present Rates and Regulations.

So that your readers may be better able to judge the situation in Great Britain, I will quote the inland parcels post rates, which are now in operation.

Inland Parcels Post

Not exceeding	1 lb.	3d.
" "	2 lbs.....	4d.
" "	3 lbs.....	5d.
" "	5 lbs.....	6d.
" "	7 lbs.....	7d.
" "	8 lbs.....	8d.
" "	9 lbs.....	9d.
" "	10 lbs.....	10d.
" "	11 lbs.....	11d.

The postage must be prepaid and by stamps affixed to the parcel, which must not be put in a letter box, but handed over the office counter. The limit of weight allowed is 11 lbs. Compensation is paid for damage or loss of such parcels to the amount of £2, without extra charge. Parcels must not exceed 3 feet 6 inches in length, or 6 feet in length and girth combined. Parcels may also be registered, the fee varying from 2d. to 1s. 10d., according to the value of the parcel, and the limit of compensation in such cases varies from £5 to £400.

Then there is also an express parcels delivery. Parcels are accepted at post offices in London, to be forwarded immediately by messenger direct to any part of the London postal area, at the rate of 3d. for every mile or part of a mile. Special conveyances are used if specially paid for, but not otherwise. All charges are prepaid in postage stamps. In the provinces, such parcels are accepted at all post-offices, from which there is a delivery of telegrams, and they are delivered in any part of the town or rural district.

How the Retailer is Injured.

Undoubtedly the present system, without the aid of the C.O.D., has done much to injure the trade of the small retailer. It has led to the building up of large departments with special staffs utilised solely for the purpose of dealing with orders which come by post. The businesses which benefit are huge concerns such as Whiteleys, Harrods, Garroulds Shoolbreds and Gamages, which each employ thousands of clerks.

Big advertisements appear in daily papers, inviting people to shop by post, and there seems to be such a fascination in it, that very many people respond to the invitation. Once the name of a country or suburban buyer appears on the firm's books, he receives, until the day of his death, the pamphlets and special bargain books elaborately got up for the purpose of tempting the buyer by post. This class of business would be enormously increased if the C.O.D. system were introduced.

The modern tendency is for business to fall into the hands of the multiple shop concerns. The head of the firm probably occupies a seat in the House of Lords and is a friend of the King, or perhaps he is only a baronet or an officer on half pay. Branches of the business are opened in every likely town in the island and managers are installed at a small salary.

The danger is that the system strikes at the root of the local self government which has made Great Britain what it is to-day. The prosperous tradesmen in the country town takes his share in the town's government, but the local manager of the multiple shop is "here to-day and gone to-morrow", has no interests in the town itself and is unfitted to assume any local responsibility.

If, hand in hand with the multiple shop scheme, there was introduced a postal system which would make the overworked postman the collector of accounts for other big concerns which also have no interest in the town, a further blow would be struck at the local retailer and his chances of earning a livelihood. Local self-government would again be seriously impaired.

No wonder that every retailer throughout the length and breadth of the land is a stern and unflinching opponent of any idea of the cash on delivery system being introduced into the United Kingdom.

A Pernicious System.

Perhaps it would be well if I gave you an illustration of the use to which the present parcels post system is put. A small business rapidly grew into one employing thousands of men and girls, nearly all of whom were busy packing and despatching goods,—cutlery, plate, hardware, furniture, watches and almost everything to be used in a house. So many articles were sent by post that the post-office at last sent its vans and men up to the stores to receive the postal packets. Several vans were employed in doing this work every day.

The sceret of this huge business was that payments were on the instalment principle and the fascination of having what they were not able to pay for outright became so irresistible, that people were always writing for goods. The business knew no bounds and the staff had to be increased constantly.

This firm had so many transactions of this kind that county court judges used to get days apart specially to hear judgment summonses against the customers of this one particular firm. Serious injury was done to retail businesses in different parts of the country, while the time of the county court was devoted to securing moneys due, in the course of business, to this firm. It was a source of considerable revenue to the post-office, but was generally regarded as a pernicious business.

The post-office officials do not care, so long as they increase revenue. There was never any request for the C. O. D. system by the people whom it was said would benefit. The prime object was to bring grist to the mill of a government department, out of the losses of thousands of provincial and suburban tradesmen, already overburdened by ever-increasing rates. The chief supporters were those who were financially interested in the big stores and shops which would benefit with the post-office. The extinction of the independent retailer was no concern of theirs.

R. A.

ENTERPRISE TENT-COT.

Cutten & Foster, 30 Wellington Street East, Toronto, have secured the Canadian agency for the Enterprise Tent-cot, a practical device for out door sleeping, shown in the accompanying illustration. Sleeping on or near the ground is strongly objected to by most persons, owing to bugs and creeping things, so

Enterprise Tent Cot.

the Enterprise device will appeal to men who want an easily moved camp bed, as well as to mothers, who desire a place to put children where they can sleep outdoors safe and undisturbed. Hardwaremen in districts where campers and tourists furnish a share of their trade should send for further information about this new article on the market.

MAY ORGANIZE AN ASSOCIATION

It has been suggested that the Montreal retail hardwaremen organize an association, including both the English and French-speaking merchants. Fred C. Lariviere, of Lariviere, Incorporated, and F. Max Hill, of the James Walker Hardware Co., have taken up the matter and will endeavor to see what can be done. A very weak hardware section of the Retail Merchants' Association exists, only one member attending a recent meeting called to discuss an important matter. The trade in Ontario know Mr. Lariviere as an enthusistic believer in trade organization, and it is hoped that an organization will be gotten together by the time the Ontario Association visits Montreal next month. Later on, it is suggested, the Montreal Association might be included as a branch of the Ontario Association, and a convention held in that city some winter.

HARDWARE AND METAL

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MANUFACTURERS' OR JOBBERS' BRANDS.

In Hardware and Metal of June 12 the views of A. C. Bartlett, a Chicago hardware jobber, were given on the subject of private brands on hardware sold throdgh wholesale channels. Mr. Bartlett, it will be remembered, argued that the jobbers was aiding the retailer by adopting a private brand, inasmuch as it enables the retail hardwareman to stock a full line of goods known under one brand name, whether it be a shovel, a harvest tool, a saw, a baseball glove or a snowshoe.

In this issue the manufacturers' side of the question is given by J. C. Birge, a St. Louis manufacturer, speaking before a gathering of manufacturers and jobbers at Pittsburg. Mr. Birge outlined how the use of brand names originated and contended that the use of private brands tended to the sacrifice of quality, the maker of a certain brand one year not being at all certain of making the same line the following season owing to a disagreement over price. Mr. Birge further contended that it was a one-sided proposition to ask the manufacturer to make a private brand for the jobbing house and object to him doing the same for a catalogue house. The manufacturers, according to Mr. Birge, have tired of sinking their individuality by making goods over other firms' names, and intend to take a strong stand against the practice in the near future.

Reviewing the statements of both jobber and manufacturer it would seem that a contest of forces will soon take place. The jobber has found special brands profitable, they providing his salesmen talking points and giving him a stronger hold on the trade of retail customers. Likewise the retailers handling a special brand of goods has been able to secure better prices for goods which he has the sole control of in his district. And a tendency has now developed for large retailers to go past the jobbers and secure goods marked with private brands of their own.

Where will this end? The discussion at the Pittsburg convention and the resolution adopted by the National Hardware Manufacturers Association in favor of purely factory brands indicates that the manufacturers in self defense will endeavor to discontinue the manufacture of the private brands put on goods for firms which do not manufacture. The threat of Mr. Birge that the manufacturers may be forced to go direct to the retailers shows that the manufacturers realize that the good will of their business is locked up in the reputation for quality of their factory brands. With a branded product of good reputation the manufacturer has a future market assured, while if he makes goods with other brand names he is unknown and has no place on the market.

The jobbers have undoubtedly made progress in marketing goods bearing private brands, but if they antagonize the manufacturers to the point of forcing the latter to sell to the retailers direct, the profits made on selling special brand goods may be lost in the disturbance resulting from the switching of trade from its recognized channels of from manufacturer to jobber and from jobber to retailer.

CULTIVATE THE TOURIST TRADE.

According to the figures given in Hardware and Metal last week the total production of all the silver, copper and nickel mines in Ontario, including the Cobalt and Sudbury districts, was about $12,000,000. For this railways have been built and every effort made to develop the industry.

An even greater source of wealth, however, is the tourist trade, and a few thousand dollars spent by the government, coupled with some enterprise on the part of merchants, Boards of Trade, municipal councils and railway companies, should result in much greater gains to Ontario than secured from our rich mineral resources.

If the fish and game of Maine, for instance, cause tourists to spend $15,000,000 in that State annually, what could not Ontario do along similar lines if a comprehensive policy were adopted and persevered in? In the case of our mines wealth is taken and our natural resources are lessened to the extent that mineral is extracted. On the other hand the tourist trade results in no robbery of our natural heritage. Rather does it encourage a conservation of existing resources and a replacement of the fish and game which have been allowed to become scarce through poor management.

When a tourist brings $50 or $500 to spend on a vacation or hunting trip on the inland lakes or in the backwoods, they are after sport and they are willing to pay for it. It is fun, rather than food, they want, game fish, rather than ordinary fish. He is satisfied if he takes away a sunburned face and some fish stories and he doesn't much care what it cost him for his sporting equipment or his grub so long as he has smelled the pine trees, breathed the pure air and sampled the rushing waters of the forest streams:

Hardwaremen should see to it that every encouragement is given the development of the tourist trade as, if he goes after it, he can secure much of the money spent by the city men from the United States who want to get next to nature in the backwoods of the various Canadian provinces.

The Ontario Government have acted wisely in appointing a commission to investigate the fish and game resources of Ontario, and Mr. Kelly Evans, the commissioner, will receive the co-operation of the hardware trade.

INSURANCE AGAINST FIRE.

Merchants in placing insurance on their building and stock must remember that they require protection from the outside as well as the inside. A fire may start in the store insured, a lamp may be used down cellar although it would cost little to run a gas pipe or electric light wire down. Or a fire may develop on the inside of the store for any one of a dozen reasons, but the danger too often overlooked is from the outside.

It is always advisable to protect the store by some simple fire equipment, a dry powder extinguisher, hand grenade or a portable reel and hose. The expense of equipment of this kind is small in comparison to the loss resulting from the interruption to business even though the stock is well insured and the insurance collected in full.

Keep the stock and building well insured but don't stop there. Have the premises as fire proof as possible and have equipment ready at hand to fight fires which develop in neighboring stores.

AN EATON EDUCATION.

It was estimated that out of every 1,000 of the buying population outside of Toronto, only one knew how to deal correctly with the departmental stores. The aim of the T. Eaton Company was to educate the 999, and the fact that

they have the school-book contract is a factor that will loom up large in their favor.

Merchants will not be keen to handle books in which there will be little profit for them. The bulk of the business will therefore be done directly with the publishers. This gives the company an excellent opportunity to propagate their campaign in educating the public how to do business with them. In sending for school-book supplies, which every family in Ontario must necessarily have, orders will soon be given for dry goods, hardware, etc. With the extensive advertising campaign being continuously waged by the T. Eaton Company, the general public will desire to do buying from them and they want to know how.

No doubt the T. Eaton Company had this in view when they tendered for the contract. It is probable, however, that they will fare better than they planned, and to that it will be to the disadvantage of the retail merchants from one end of the province to the other.

AWNINGS AND WINDOW DISPLAYS.

Present-day retail merchants are few who will claim that window displays have no place in the modern store. They are recognized by those who have made a feature of them to be among the best advertisements possible, and no grocer can afford to neglect this portion of his publicity scheme. Examples can be supplied by the score relating to the successes merchants have made with their windows. They must be attractive and clean and if possible original. Selling power is the mark to be aimed at.

The complaint frequently is heard, especially from merchants in country districts, that window displays cannot be made use of on account of damage done by exposure of goods to the rays of the sun.

They are probably justified in not dressing their windows under these circumstances but they have an available remedy which should not be over-looked in view of the fact that window trimmings is practically a necessity. These merchants claim that the trouble lies in the fact that they have no awnings with which to protect their goods. But if window displays are going to give a prestige to the store, if they are going to improve its appearance and if they are going to enhance the sale of goods, there is only one course to follow—get an awning.

In addition to allowing windows to be dressed with goods that may be affected by the sun, an awning produces a more inviting appearance, especially on a hot sultry day, as it aids in keeping the store interior cool and refreshing.

The cost of an awning would be more than met by the benefits above mentioned.

AGE AND HONOR DID NOT SAVE.

Bradstreet's and Dun's announce that one of the oldest and most honorable manufacturing firms in Canada has gone into liquidation.

Age and honor have not prevented commercial death. They were never alone known to do so. The trouble with this particular firm was that with age did not come the realization of the fact that to keep in business was to keep up-to-date. They had an idea that because they had been in business many years it was not necessary for them to give publicity to their products. They did not believe in advertising. They thought that those who needed their products would know where to find them.

A few years ago a retailer wrote to a business friend, asking him if a certain line of goods was made in Canada. This happened to be the very line the company that has now gone into liquidation made The party receiving the letter drew the attention of the president of the concern to the enquiry, and the latter declared that the retailer who made the enquiry was a blank fool. "Everybody," he said, "that has brains knows perfectly well that we manufacture that line."

Age and honor, plus industry and enterprise, are valuable business-building qualities. Age and honor, plus lethargy and stupidity, superinduce dry rot.

TOO MUCH AVERAGE MAN.

Did you ever look through a magnifying glass? Things look larger than they really are, don't they? Did you ever come to work in the morning and find work piled around your machine so you didn't know where to start? Or around your desk? You felt like sitting back and letting things take care of themselves, but it you start at one thing finished it and then started at the next and so on, what a difference it makes. The trouble is some people will not start. They are forever gazing at a molehill through a magnifying glass. The man who is above the average is the man who does things. They never acknowledge defeat. They never give up. The quitter is a failure. This is the law of life. The man who lets his work conquor him is a quitter.

There are men who have surprised their employers by a change of method, which is due to putting into practice things they have learned by keeping their eyes open. The merchant, traveler or clerk who gets in a rut will be numbered among the average men. You cannot change your course if you are in a rut; it allows no development or expansion. Progress requires changes occasionally. A "good enough" method isn't "good enough." What everyone wants is the best. You cannot develop a man with one food; neither can a man be a hundred point man by walking in a rut. If something works well, try again. You will find something that will work better. The whole development in the mechanical world has been because men who were above the average worked for something better.

The hundred point man may look like all other men or dress like them, or talk like them, but whatever position they hold they are true to their trust, they keep their word and are true to their company. Do your work and do it well. There are too many self-satisfied average men. Aim to be more than the average; be a one hundred point man.

FARMING AND BUSINESS.

The more farmers there are, and what is of still greater importance, the more farmers there are scientifically cultivating the soil the better will it be for the country merchants.

Next to the farmers none would profit as much from an ideal condition of farm life as the country mercantile interests.

A prosperous farming community means a prosperous mercantile community.

Schemes, therefore, which tend to greater agricultural productiveness and add to the attractiveness of farm life should receive the sympathy and active aid of business men.

Where nothing is being done it will be anything but waste of time for business men to put their hands to the plough and cultivate an agitation.

Through business men's organizations, farmers' institutes, school boards, local press and many other ways much can be done.

It is education that is wanted—education that will attract the children in rural schools to farm life and that will induce the farmer to employ scientific and more profitable methods.

Now is the accepted time for the business man to get busy.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Turpentine—Advance of 4c.
Linseed Oil—1c higher.
Pig Lead—Down 5 cents.

Toronto

Imported Pig Lead—Declined to $3.60.
Copper—Casting ingots at 14 cents.

MONTREAL.

July 16.—A steady midsummer business is being transacted in this market, trade for the present, in practically all the metals, being of the sorting-order variety. During the week there has been a noticeable increase in the call for sheet metals for spot delivery, but supplies are quite adequate and dealers have found no trouble in taking care of the demand. Orders for steel from local stocks for plate work and boiler stocks have been fairly good. The general tone of the metal market here is easier and this is especially so in tin, copper and lead—the latter having reached the lowest point at which it has been quoted during the present year. Zinc, however, maintains a certain amount of firmness, while the situation in antimony is unchanged.

PIG IRON—This is the off season for this commodity and at present the market is hanging between the spring and autumn demands. Orders, however, are all that can reasonably be expected for July and dealers are confidently looking forward to a heavy September demand. The United States position in pig iron has developed great strength and prices have gained 50c there during the past week, but as the pig iron situation in Canada is almost entirely controlled by conditions in the motherland, the above fact can have little or no bearing on the Canadian situation unless it may be taken as a precursor of what might happen here following the great increase in industrial activity that is beginning to be felt throughout the country. High grade Canadian ore is firm in price and is quoted around $19.50 Montreal, the cheaper lines selling at about $17.50. Quotations for the best Scotch brands show an upward tendency though cheaper English grades, especially Middlesboro, do not altogether reflect this satisfactory condition on account of a slight falling off in the continental demand. Prices are unchanged as follows: Imported pig, Clarence, $16.75 to $17; Middlesboro, No. 3, $16.50 to $16.75; Summerlee, No. 1, $19.75; No. 2, $18.75 to 19.25; Carron, No. 1, $19.75; Carron, soft, $18.50.

TIN—The local jobbing price of tin remains fairly steady at 32½c. to which figure it declined last week. A general weakness is still apparent in the primary markets of supply but there appears to be a fairly strong feeling in England that the position abroad is improving and that, provided shipments from the East are not excessive, the demand will gradually overtake the supply.

COPPER—Jobbers continue to quote 14½c but there is still a disposition to shade this price for large orders. The market abroad has been very erratic of late and with more or less artificial pressure being brought on the part of Wall street manipulators to bolster up a falling European market any turn that the local market may take becomes a mere conjecture.

SPELTER—Prices continue steady with fair demand, the convention in Europe evidently having full control of the situation. There is very little prospects of spelter being any lower this season and, if the demand continues as at present this metal is almost certain to go higher. Trade is good and the price continues unchanged at $5.75.

LEAD—Prices in lead have fluctuated up and down with such rapidity abroad during the last few months that even experts refuse to spoil their reputation for good judgment by passing any opinion as to the cause of the unrest in this market. Locally trade is good but there has been a further cut of 5c in imported pig and the price for ordinary quantities is now $3.50. Trail follows suit with a like decline and is now quoted at $3.40.

TORONTO.

July 16.—The situation in metals is about the same as for some weeks past. A steady trade is being done, but there is no life in the market. While other commodities are showing a marked improvement, metals, which usually lead, are dragging along with little change from week to week. Lead marks the only change for the week, prices for imported pig being reduced 5c, to $3.60, with domestic lead 10c cheaper.

Tin and copper are listless, with only necessary buying being done, the speculative markets on the outside continuing irregular. Spelter is unchanged, while Canadian foundry iron is also in a strong position.

There was a conference here on Thursday between the wholesale hardware people and the shovel trade, in which an over stocking has, it is alleged, brought about a deal of price cutting. So much so, in fact, that the manufacturers threaten that they will do the retailing themselves, instead of selling to the wholesalers and jobbers. It is understood that while not coming to a definite agreement, the wholesale men gave the manufacturers a good assurance that prices would be maintained in future.

PIG IRON—July business is quite satisfactory for this season. The passing of the half year brings indications of a better demand in the fall for Canadian foundry iron, and the price is being held firm. We quote $19.25 for No. 2 Canadian foundry. No. 3 Middlesboro is still quoted at $19.25 and Cleveland at $20.

COPPER—The copper market in the United States is uncertain. Production is at its highest point, but as large exports are being made stocks in America are not increasing. They are slightly higher than at the beginning of the year, but about 20 per cent. less than in March and April. Marketable copper in the United States now totals about 80,000 tons. At the present state of the market it makes little difference what price is quoted, buying will be light until greater confidence exists. We are quoting 14 cents for casting ingots, and 14½c for lake ingots.

INGOT TIN—Outside markets are weak and prices here unchanged at 32½c per pound. English speculators are said to be planning an advance movement, but it is likely that this action will be delayed for some time. A good demand exists for galvanized and black sheets, particularly the latter, some mills in the United States having to refuse additional business for delivery this year.

LEAD—In sympathy with outside market prices have declined locally to $3.60 for imported pig and to $3.50 for domestic, this being a five cent drop. At this buying is inactive and the market is dull.

SPELTER—The price continues at $5.75, the market being apparently in strong hands. The call for this metal is not heavy in this market and an ordinary trade is reported.

OLD MATERIALS—Prices are unchanged. Dealers buying prices are. Heavy copper wire, 11¼c; light copper bottoms, 10c; heavy red brass, 10¼c; heavy yellow brass, 8¾c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3½c; No. 1 wrought iron, 10; machinery cast scrap, No. 1, $14; stove plate, $12; malleable and steel, $8; old rubbers, 7¾c.

METAL NOTES.

The Welsh tin-plate trade at Swansea is in a very flourishing condition. There is a huge demand, although prices are not high. Several large mills are increasing their plants, and the prospect for the immediate future are promising. The new markets in the Far East are receiving careful attention. The cost of raw materials, especially coal has for many months been favorable. The rates per ton of 2,240 pounds are: Steam coal, large, $3.50; small, $1.50; bituminous, small, $2.20; tin-ingot, $648.46, compared with $704.43 at the same time in 1908. During the recent quarterly meeting of the tin-plate section of the South Wales Steel Smelters' Society, the question of the 2 per cent. waste was again discussed, and it was decided to insist upon its abolition. Another important matter which called for much attention was that there is now no restriction on the output, and that it is evident that driving is on the increase. This method, it was said, had a deteriorating effect on the health of the tin platers, and steps are being taken to guard against such practice. All the factories will work to their full capacity for the next three months, as large orders have been placed. Prices have just been advanced 6 cents.

HARDWARE MARKETS

MONTREAL.

July 16.—A splendid July business is being transacted in this market. No particular commodity can claim special prominence, the turn over being general throughout the whole range of seasonable goods. A glance at the promisucous character of the goods laid out for shipments in the warerooms verifies the statements of the office managers to the effect that the movement of goods is general with no particular line leading to any appreciable extent. Another quite noticeable feature, to one whose business it is to take cognizance of these things, was the comparative low level of stocks in general for this period of the year. While the sorting order business is keeping wholesale staffs busy at present, it is quite evident that the retail buying movement has not regained all of that freeness with which it was characterized before the so-called business depression (now happily a thing of the past) began. This holding back orders for future requirements on the port of retailers, naturally made wholesalers more cautious as to the amount of stocks carried, and in many cases the manufacturers in their turn, have until recently been curtailing production. Now that the trade is loosening up again and improved conditions, together with optimistic crops reports are causing retailers, especially in the west to depart from the hand to mouth system of buying, and to anticipate their wants further into the future, it looks as if manufacturers will have to pay for their recent policy of curtailment by being caught on the short side of a heavy autumn demand. Indeed already manufacturies of certain goods are working overtime to get abreat of the improved conditions. The best selling sizes of wire nails are already becoming scarce and present indications point to a shortage in several other lines when once the full autumn demand springs into existence.

BUILDERS' HARDWARE. — Satisfactory orders continue to come in, and dealers expect to see a further increase in the demand during the next few weeks. No changes in quotations are announced, but there is a slight tendency for all lines of copper and brass goods to stiffen in price. We continue to quote: Door sets and escutcheons 50 and 10; estucheons pins, steel, 50; brass 55; spring hinges No. 20, $9 per gross.

HARVEST TOOLS.—The demand has developed strength during the last few days, and a number of rush orders have been received. Stocks of rural merchants are known to be low, and from now on the sorting order business should be brisk. Prices are unchanged. We quote: Hay fork pulleys, $1.60 to $8.50 a dozen; hay carriers, $3.50 and up; harpoon forks, $1.25 and up; hay rakes etc., 55 off.

SUMMER LINES.—Many repeat orders are now coming in from those merchants, who failed to adequately anticipate their summer's needs. Granite-ware and preserving utensils are in strong call, and hammocks, swings and the entire list of vacation requisites are claiming special attention. Household lines such as carpet sweepers, wringers, mops, pails, etc., are active with no reported changes in prices.

MINERS' SUPPLIES. — Business is fair, but both for surface and general mining tools, small orders continue to be the rule. We continue to quote: Miners' picks 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound: crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS. — Jobbers are well satisfied with the orders received during the week. Shipments are fairly heavy, and prices are firm. We quote: Discounts on carriage bolts, ¾ and smaller, 70; machine bolts, ¾ and less 60, 10 and 10; coach screws 75; stove bolts 80 and 7½.

SCREWS.—Popular sizes are in good demand with supplies quite adequate for present needs. Prices remain as under: 85 and 10 off for flat and round head, bright; 75 and 10 off for flat head brass, and 70 and 10 for round head, brass.

SPORTING GOODS.—Vacation days have given a great impetus to the sale of all classes of summer sporting goods, fishing tackle and camping requisites coming in for most attention. The sale of guns and ammunition is improving though the real demand will not come until after the hottest part of the summer has passed. Supplies are satisfactory and prices remain unchanged.

WIRE.—Annealed hay wire is in good demand, but the call for other lines has slackened slightly during the last few days. We quote: Barb wire, car lots and mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small $2.85. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b., Montreal. Coiled spring fencing, $2.30; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.25 base. Other lines $2.30 f.o.b., Montreal.

TORONTO.

July 16.—While trade is keeping up splendidily for July, the jobbers are beginning to feel the effects of the midsummer dullness and as many travelers go on their vacations next week, a let-up is looked for. The warehouse staffs will also be cut down for the next few weeks, but orders for prompt delivery will be looked after closely.

Shipments going out at present include some belated orders for harvest tools and summer goods, but the bulk is made up of builders' hardware, mechanics' tools, with some sorting of general hardware. Booking for fall and holiday delivery of cutlery have been considerably heavier than for a couple of years past, the low stocks carried in most stores accounting for the increase. Winter lines such as skates, sleigh bells and sleds, have also been well booked.

Conservative buying and low stocks are still reported from the western provinces the general desire being to wait until the crop is assured before incurring obligations. In Ontario, however, a confident feeling exists and merchants are more ready to book ahead than they have been for the past two years.

BUILDERS' HARDWARE—Probably the greatest influence sustaining the hardware market in Toronto and other cities has been the marked activity in building, the permits taken out in Toronto making the record total of $9,000,000 for the first six months of 1909. The increasing activity in the metal industries also has its effect on the trade and adds confidence in the market. Favorable weather conditions are helping builders to get their work well advanced and such materials as nails, building paper, cement and heavy lines have been in good demand for some time. An increasing call is now developing for finishing lines, including door sets, window fasteners, hinges and door hangers. We still quote 50 and 10 on these lines.

HARVEST TOOLS—Some merchants are still ordering harvest tools, handles and parts for repair work. Sorting is also a feature, while hay rakes and carriers have been moving freely.

KITCHEN GOODS—Enamelware and preserving utensils have been enjoying a good demand, along with summer house supplies, such as oil and gasolene stoves, lamps, etc.. Carpet sweepers, galvanized ware, washing machines, wringers and similar goods are other lines in demand, along with some late orders for wire cloth and screen doors or windows.

HEAVY GOODS—Bar iron continues at $1.95, it being in fair demand. Wire nails are very lively, the price being the same, $2.30 per 100-lb. keg. Screws continue at 85 and 10 off for flat and round head, bright; 75 and 10 off for flat head brass, and 70 and 10 for round head, brass. Bolts and nuts are unchanged in price with shipments fair.

WIRE—Hay and fence wire is in demand at the same quotations for car lots (straight or mixed): Barb wire, $2.50; plain twist, $2.80; galvanized wire, No. 9, $2.25 f.o.b.; coiled spring fencing, $2.45; plain wire, bright, annealed and annealed and oiled, $2.25 base; small lots, 5c advance.

SPORTING GOODS Fishing tackle is in steady demand, with some orders for guns and ammunition. A busy season in shoting materials is looked for.

MINERS' SUPPLIES Sorting up orders are coming in steadily for mining supplies, and we continue to quote Miners' picks, 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 per dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

U. S. METAL MARKET.

New York, July 15. The Iron Age says: A very much more cheerful tone pervades the whole iron trade, and any falling off in activity which may develop during the balance of the month and in the first half of August will be accepted without any uneasiness. In some finished lines, notably in steel bars, plates and shapes, the mills are in such a condition that deliveries are being delayed, and it is regarded as probable by some observers of present tendencies that the question of making reasonable deliveries may soon become a serious problem. Sellers are advancing the prices without apparently cutting down the stream of moderate sized orders for prompt delivery. Eastern makers of steel bars and other products have virtually withdrawn from the Chicago markets.

Eastern makers of iron merchant pipe are about to follow the example of Western makers in advancing the price $2 per net ton. There have been no further developments in the movement to consolidate a number of the larger eastern bar iron mills.

A significant situation is developing in the central west in Bessemer pig iron. A Mahoning Valley steel plant has purchased 25,000 tons for delivery during the second half, and it is probable that a leading Pittsburg steel company will add to purchases recently made. In view of the fact that the furnace capacity is very fully employed, it may develop that the United States Steel Corporation, too, may appear as a buyer of Bessemer pig before long. The pig iron purchases of the leading implement company are estimated to have aggregated between 50,000 and 55,000 tons. The radiator makers are still in the market, and the pipe makers have been buying additional quantities.

The copper trade is marking time. In lead resales by consumers have been the main source of recent weakness.

U.S. IRON TRADE.

Cleveland, July 15: The Iron Trade Review says: With the movement of iron and steel products taken as a trustworthy barometer of conditions, it is becoming more evident that the general trade activity of the country is expanding in a marked degree. The increased demand for finished and semi-finished material is practically universal from all sections and its growth in the past several months has been evenly maintained. In some departments of the Carnegie Steel Co., the number of individual orders recently received has been the largest in the history of the company.

The tariff bill appears to be fully discounted and interest is centred upon the crops, advance reports of which are favorable. Some elements of uncertainty have been presented by the labor situation and developments are being closely watched. The American Sheet and Tin Plate Co. continues to increase its sheet production by starting non-union plants, but little change is noted in tin plate operations.

The heavy call for material being made upon the mills is well illustrated by the increasing reluctance of the principal makers, with capacity running practically full, to take on additional obligations in merchant steel, namely billets, sheet and tin bars and slabs.

The market has been concerned with an indefinite report that the United States Steel Corporation is likely soon to be a buyer of pig iron. This appears to have arisen from the high rate of activity among the blast furnace plants of the company and the increased demand for steel from the finishing mills. With but very few exceptions the direct-metal stacks of the corporation, those located adjacent to steel works, are in operation, and the idle capacity is largely of the high-cost class with respect to the present market price of either Bessemer or basic pig iron.

HARDWARE TRADE GOSSIP

Ontario.

J. F. Brumpton has succeeded F. Adams in the hardware business at Allandale.

M. F. Irwin, sales manager, McClary Manufacturing Co., London, spent Thursday in Toronto.

The McClary Manufacturing Co., London, hold their annual employes' picnic at Port Stanley, on Saturday, July 17.

Mr. Clavet, head of the firm of Marks, Clavet & Dobie, and several times mayor of Port Arthur, died suddenly a week ago.

A. D. Dame, recently with the Galt Art Metal Co., has joined the sales staff of the Metal Shingle & Siding Co., of Preston.

Henry Clucas, of the Canada Paint Co., Toronto, is spending a fortnight holidaying amongst the pine trees and rocks of Muskoka.

E. T. Carter, who purchased a store at Jarvis, some time ago, has now purchased the hardware stock of T. G. Priestland, and took possession last week.

T. Cook, office manager, Wood, Vallance & Co., Hamilton, passed through Toronto on Tuesday, on his way to Manitoulin Island, where he will spend his holidays.

Samuel Crawford, hardware merchant, St. Thomas, has made an assignment to his brother, J. B. Crawford, Dutton. The assets run between $15,000 to $20,000, and liabilities about $25,000.

J. H. Ashdown, head of the J. H. Ashdown Hardware Co., Winnipeg, was in Fort William last week looking over sites for a wholesale hardware warehouse, which he may erect at that city.

Wilian Long, a negro thief, who broke into Clements & Co's hardware store at Milton, on June 23, stealing four revolvers and some cartridges, pleaded guilty and was sentenced to prison for two years.

W. H. Ginder, president of the Ontario Lantern & Lamp Co., Hamilton, returned this week from a visit to Germany, where he completed arrangements for the manufacturing rights in Canada for the tungsten electric lamp.

R. F. Johnstone, hardware merchant, Acton, Ont., has returned from a four weeks' trip to the west. He visited Yorkton, Brandon and Winnipeg, and reports that prospects are good for a fine crop this year.

B. W. Yorick, of the staff of the Canadian Copper Company, Copper Cliff, severed his connection with the above firm recently, and before leaving, his friends gave him a jolly send-off and a reminder in the shape of a gold watch.

W. G. Harris, of the Canada Metal Co., who recently purchased the old Ontario Lead & Wire Co.'s shot tower, has applied for a permit for the erection of a shot tower, 170 feet high, on Fraser Avenue, Toronto. The tower will cost $2,850.

Announcement is made of the withdrawal of Thomas Bryan, Limited, London, from the United Factories, Limited, Toronto, and the business formerly carried on by Thomas Bryan at London, as manufacturer of brushes, is being resumed, under the same name, with the same management as formerly.

W. H. Richardson, hardware merchant, Essex, has been holidaying at Orangeville, and, with his family, has now gone on to Muskoka for a couple of weeks. He intends returning by August 1, in order to prepare for the Retail Hardware Association's excursion to Montreal, which, he says, he won't miss if he can help it.

Quebec.

W. H. Gerke, of the Martin-Senour Paint Co., Montreal, has left for a three weeks' business and pleasure trip to Chicago.

Robt. Munro, managing director of the Canada Paint Co., Montreal, sailed from Glasgow for Montreal on the Dominion liner "Athenia" yesterday, much improved by his sojourn beside the Bonnie Brier Bush.

Maritime Provinces.

F. McLarren, who for the past seven years has carried on a hardware business at Digby, N.S., has sold his stock and closed his business.

Arthur W. Templeman, of the Bogart Hardware Co., Los Gatos, Cal., accompanied by his wife and child, is spending a sumer vacation at his old home at Hampton, N.B.

How Old Business Firms Often Lag

By G. B. Van Blaricom.

While reading a few days ago I picked up several papers at random. One was a small Ontario daily, the other a copy of the London, England, Mail. Glancing over the former I ran across an article under the heading of "How the Quitter in Advertising Suffers." The opening paragraph ran "There is no field of endeavor in which quitters suffer so speedily as they do in advertising and there is no way to make money so easily or quickly as through a very carefully arranged advertising campaign of a useful article or business. You need not go out of your own community or among strangers to find a verification of this statement."

In the Daily Mail appeared a report of the first meeting at Marlborough House of the Royal Commission appointed to organize the representation of British products at the Brussels Exhibition next year and at the Rome and Turin Exhibitions in 1911. A notable speech was given by the Prince of Wales on that occasion arousing considerable enthusiasm among the commissioners. His Royal Highness said: "Experience has shown that even in the case of firms having an established reputation and world-wide connections attempts to discontinue advertising have usually been followed by a diminution in the sales effected, and it is not unreasonable to assume that the neglect by Great Britain of one of the most important forms of national advertisement would be equally detrimental to her interests as a manufacturing country.

"But as there can be no profit either to the individual or to the nation as a whole in displaying inferior British exhibits by the side of the best productions of our commercial competitors, if we participate at all in international exhibitions we must see that the great industries of this country are represented in the most complete and effective manner."

The Prince appealed to the members of the Commission "to do everything that is possible to secure a worthy exhibit, and, in addition to the general work of organization with which you will be occupied, to use your personal influence to the fullest extent in persuading the commercial community to co-operate with us in making a striking success of the British sections which we are called upon by his Majesty the King to organize."

It may seem strange that a writer in a country paper and the Prince of Wales should virtually give simultaneous expression to the one truth in practically the same words, but this observation merely goes to show the fact is now generally recognized that to secure success in any line the participants, to use a colloquial term, "must stay with the game." The world has little use for the man who shifts, or the one who, as His Excellency Earl Grey, remarked in addressing the boys of Trinity College School, Port Hope, has not "learned to play the game." By that is meant that the qualities of persistency, pluck and perseverance are uppermost in any arena toward securing permanent success. A policy once adopted should be rigidly adhered to, providing the policy is a right one. There is no doubt that selling force —advertising — is what makes any business grow. This is recognized by the greatest industrial and commercial institutions in the land. Even communities, which are progressive and enterprising, know the strength and value of well directed publicity and are appointing commissioners of industry and publicity. Tourists' Association, Chambers of Commerce, Boards of Trade and nations are feeling the effects of this self evident fact. They are profiting by experience, fully assured that the best school in life is experience. It is pointed out that the Prince of Wales has done a service to his country by insisting on the urgency of abandoning a conservative habit. His eminently practical mind takes account of what he observes on all sides. He has urged Great Britain to adopt modern methods and his appeal will not be a vain one, for it has been favorably commented upon by the press of Great Britain which affirms that the Old Country cannot rest on its prestige and traditions, great as these are, but like Germany, the United States, and other countries must be up and awake if she is to retain her place as the leading nation of the world.

Emperor as a Traveler.

It has been said that Emperor William of Germany is the best commercial traveler his country ever had. In season and out he has proclaimed from the house tops the virtues and capacity of his people and has lost no chance of promoting their interests, either commercial or financial. In the same sense, Theodore Roosevelt has done much to make the American nation known more widely and favorably than it ever was before he went to the White House. And now Great Britain is waking up and realizes that the facilities for making displays at foreign exhibitions must be cultivated to the full, that a natural reluctance not to take part must be overcome, and that every effort should be put forth to maintain and improve the reputation of British manufacturers as a whole. "No opportunity of advertising must be neglected," says His Royal Highness, who cannot be accused of having any personal or selfish motive in view.

What is true of the nation is equally applicable to all business houses and commercial institutions. They must advertise to make themselves known. It matters not how long established or how superior their products, they must proclaim incessantly the merits and quality of what they produce, or else they will fall behind in the race. This truth is so self apparent as to have forced its attention upon the Prince of Wales whose practical ideas and observant disposition allows nothing going on in the great world about him to escape his attention.

To say "I have tried advertising and it did me no good," will not answer. A man might as well say: "Oh! there is no money in the grocery, hardware or dry goods business. I know, for I started a store once and failed." The world would look upon such a member of the community askance and tell him not to base his deductions on one concrete example, not to measure other people's corn in his own bushel basket. It would tell him to adopt new ideas and develop the factor known as stick-to-itiveness. To assume a superior manner and practically declare: "Oh, I know all about it," is another serious mistake. Such persons will find food for thought in the fact that each of the six leading stores in New York city spend in daily newspaper advertising from $20,000 to $35,000 a month and are increasing their appropriations. They recognize that it pays. They are not pouring out thousands for the sake of charity or benevolence. They believe it is a good idea to get the attention of the people directed to whatever they have to offer and, once the attention directed, to keep it looking that way. If the eyes of the purchasing public are once taken off a name or an article, it costs infinitely more to secure their interest again than if it is kept there continuously. Record, tradition, ancestry, or long associations will not serve to do the work of publicity in an age when competition is keen and lines of greatest difficulty have often to be followed instead of the paths of least resistance which some have been content to pursue.

Value of Persistency.

Few people buy a thing the first time they see it announced in a newspaper but, when they see that article mentioned week after week, an impression is created which is translated into interest and attention and finally into desire and action. If a firm presents its story day by day, year in and year out in an earnest, convincing and intelligent manner, doubt on the part of the public gives way and readers feel there must be merit and worth in the proposition or article. It is by hammering home the facts and all the facts constantly and steadily that conviction takes possession of the mind and the leaven of publicity begins to work; and once it has begun it must be kept working. There is no such a procedure as stopping to rest or laying back contentedly and saying: "I think I have given enough impetus to this thing to see it complete its journey." The one, who adopts such an attitude, will find that the thing of itself soon spends its energy. It is only by keeping at it everlastingly that permanent success is scored. It is somewhat peculiar that, until recent years, while people have believed in the veracity of this axiom, they have thought there was one exception—advertising. They have found, however, that the same principle holds good in reference to publicity as in any other line, but many old established houses have learned the lesson at terrible cost.

Advertising must be simple, direct, truthful, and carefully looked after to bring results. It is a seed that cannot be planted and left of itself to grow. There must be the proper soil, cultivation, nourishment and superintendence. All statements made must be supported by quality, service, promptness, value and efficiency. It must also be realized that a disobliging clerk, or a false promise on the part of an establishment can do as much to drive away custom as a month's advertising campaign will bring back.

Trade Gossip from Canada's Eastern Provinces

Business Outlook in Nova Scotia Affected by the Coal Strike —Prominent Hardware Merchant at Fredericton Dead.

NEWCASTLE.

July 12.—The death of Hy. G. Chestnut, head of Chestnut & Sons one of the leading hardware firms of Fredericton, N.B., occurred on July 9. He was 74 years old. Deceased had been actively engaged in business in that city for fifty years. He was son of Robert Chestnut the founder of the business. The Chestnut firm is well known throughout the province, and besides carrying on a general hardware business, are the owners of the Risteen woodworking factory, and the Chestnut canoe factory.

Mr. Chestnut was a leading Methodist and was the founder of the City Improvement Association. He is survived by a widow and four sons, who will continue the business.

The Provincial bank, Newcastle is calling for tenders to build a three-story structure.

R. N. Wyse, Moncton, is erecting a new two-story store.

The Monitor Manufacturing Co., Fredericton, are installing an acetylene lighting plant for Dr. Geo. McNally, Berwick, N.S., and have just completed lighting Spurr's new summer hotel at Deep Brook, N.S., and the summer home of W. B. Ross, solicitor for Dominion Coal Co., at Middleton, N.S. The company has sold twelve generators in Nova Scotia in three months.

L. Higgins & Co., Moncton have leased their big boot and shoe business to the E. P. Charlton Co., Fall River, Mass.

Contracts for the erection of the Bank of New Brunswick's new building at Fredericton, have been awarded. The plumbing and heating will be done by R. Chestnut & Sons, Fredericton.

HALIFAX.

July 14.—There is a good demand all over the province for builders' hardware Building operations continue brisk, and in addition to the sales of builders' supplies there is a heavy demand for cement. More cement is being used in building construction than ever before. The new building at the corner of Water and Duke streets that is being constructed by Falconer & McDonald for J. P. Mott & Co., will be entirely of concrete. When completed there will be three large stores, the corner one of which is already let.

There is considerable industrial activity going on in Sydney at the plant of the Dominion Iron and Steel Company, but whether it will continue is problematical. The strike in the Dominion Coal Company's collieries in the Cape Breton districts and the expressed determination of the United Mine Workers to tie up the coal mines of the Province unless the operators accede to their demands for recognition, is a serious matter. Though the strike has been on less than a week, business has already felt its effect to a considerable degree, and the longer the men are out the worse the situation becomes. The promising outlook of a few weeks ago for a prosperous season in the mining towns has received a severe set back, and no matter when the trouble is ended it will take some time before business becomes normal. In other sections of the Province everything is progressing most favorably, and in the industrial centres there is considerable activity. All the industries in both Amherst and New Glasgow are booming.

The local harware trade is quite brisk for the season of the year. The retailer is turning over quite a lot of goods, such as screens, haying tools, camping outfits, garden tools, canned paint, watering cans, etc. There is a light demand for refrigerators owing to the unseasonable weather. None of the dealers however, have very large stocks on hand. The sale of hammocks here is practically controlled by the hardware trade, and the demand this season has been fairly good. The sales of poultry netting have also been very large.

Prices are firm and steady. Outside of a possible advance in cordage and nails, there is no immediate prospect of any change in the list.

John White, aged 67 years, died at his home in Dartmouth, N.S., yesterday. Mr. White was engaged for many years in the stove business in Halifax and he was also largely interested in several other large enterprises.

J. H.

Interesting Trade Items Gathered in Ontario

Chatham Merchants Take a Progressive Stand in the Matter of Canvassing Wholesalers for Donations — Christmas Calendars Also put Under the Ban—News From Various Trade Centres.

CHATHAM.

July 13.—"We find the hardware business very good in this section," remarked A. D. Westman, of Westman Bros., hardware, this afternoon, "as the crops throughout the country are in very satisfactory condition. The good prices which the farmers have received and have still in prospect have inspired considerable confidence."

The cartage problem, regarding which local retailers last year took such a decided stand, is still a live issue, and merchants here have noted with satisfaction the stand taken by their Ingersoll confreres on the subject. The local feeling is that retailers throughout the country should take a decided stand against double cartage charges. There is no hostility toward wholesalers in the matter; but the present status of affairs is regarded by retailers as very unsatisfactory.

"That is something not often sold in Chatham," remarked a hardwareman today, pointing to a tent, all bagged in readiness for the first purchaser. He added that he sold a few every season. In this vicinity, however, camping supplies seem in little demand. The people who summer at Lake Erie have their cottages, and tents are very infrequently called for. There seems a good opening for a campaign of information with regard to camping-out.

A peddler with a new kind of laundry iron has been doing a brisk business in towns in this vicinity. The iron had a charcoal service and was alleged to lighten labor, save tons of coal, and make home happy. The agent explained, however, that it was necessary to have the iron "tempered" 48 hours on a hot stove before using it the first time. This, of course, gave him time to deliver the goods and get away—which he did. Reports indicate that the top of the contrivance is the only part which will keep hot.

Chas. G. Long, who has been conducting a gas-fitting business at Wallaceburg, has moved to Buffalo.

At the Retail Merchants' meeting this evening arrangements for the second annual merchants' picnic were inaugurated with a rush. Thursday, August 26, was settled upon as the date, and the outing will be held, as was that last year, at Erie Beach. Strong committees, though not unwieldy, were named to look after the various details. Cars will be run every half-haur during the day, and a united effort will be made to have all stores close at 12 o'clock sharp. Four hardwaremen—President A. D. Westman, P. Cunningham, D. H. Douglas and J. C. Wanless—were named on the committee regarding general closing, while a fifth, Jas. E. Gray, is associated with the printing committee.

In connection with securing prizes, President A. D. Westman took a strong hand in opposition to canvassing the wholesalers. "I don't think it is altogether in harmony with the spirit of the association," he declared, "Prizes from the wholesalers, if they come, should come voluntarily. I think that prizes

should be furnished from the members of the association." There were no opinions expressed to the contrary.

The collection department now has 780 accounts in hand, ranging from 15c to $250. Arrangements for co-operation with the Wallaceburg collection department were suggested, and were approved by the association. Quite a few ex-Chatham debtors are now Wallaceburg residents, and vice versa. The committee in charge of country collections are devising a scheme for getting after outside debtors by mail, through the medium of a series of strong dunning letters. The first will be sent by the individual merchant, this to be followed up by the association.

Christmas cards and calendars have been added to the black list on which ticket-purchasing and programme advertising now figure prominently. The calendar habit, discussed at the last meeting, received its quietus to-night, when, without a dissenting voice, the merchants decided that henceforth no association member will give calendars, Christmas cards or Christmas presents of any kind. Members who have already ordered their calendars—and of these there are only a few—will be allowed to carry out their contracts, however.

Some months ago a number of transient vendors visited Chatham, peddling a water filter and anti-splash device, for use on taps. Quite a few of these attachments were sold at 25c each before the police induced the peddelrs, who had no license, to move on. Purchasers are now chagrined to see a better article on sale in hardware stores for 10c.

Arntfield & Jones were the successful tenderers for the gasfitting contract at the isolation hospital, the contract price being $65.

Robt. Ross, of Kingsville, has purchased outright the plumbing and tinsmithing department of C. A. Willett & Co.'s hardware store at Leamington, formerly owned by Fred Mettam. He will carry on the business in the premises above the Willett store, as well as his former business in Kingsville.

Hardwaremen are jubilant over the results of the new collection system. Collector Murdock has certainly let no grass grow under his feet. This week each member of the collection department received his third semi-monthly check since the system was instituted. One merchant reports that his collections already exceed his membership fee—and this is practically money which he had given up as bad. The satisfaction of securing payment of "dead" accounts is also worth something. Some of the merchants have not rushed their accounts to the collector, but instead sent out notices to slow pay debtors stating that, unless settlements were made within a certain time limit, the accounts would be placed in the collector's hands. Peter Cunningham, hardwareman, one of those who adopted this expedient, reports very satisfactory results.

Wallaceburg is to have an oil refinery. The Empire Refining Co. has been incorporated, capitalized at $250,000, local men having subscribed $12,000, while the balance of the stock is held by Michigan capitalists. A site for the refinery has been purchased, and building operations will commence forthwith. D. A. Gordon, M.P., and H. A. Stonehouse are the Wallaceburgers chiefly interested.

W. E. P.

ST. CATHARINES.

July 6.—Watts & Bate, Limited, who were incorporated in 1906, have built up a large business here, they occupying extensive premises in the heart of the business district and carry a large stock of builders' and general hardware and farmers' supplies. The president and managing director of the firm is A. M. Watts, who learned his business in England, coming to Canada in 1884 and settling in Toronto where he was employed by R. Hatch, and later with T. Meredith & Co. He is a member of St. Catharines Public School Board and of Temple Lodge, A.F.'& A.M. H. M. Bate, the secretary-treasurer of the company, has been a life long resident of St. Catharines. The agencies the firm represents are the Pittsburg Welded Fence Co., Canadian Fairbanks Co., J. C. McLaren Leather Belting, and the Elephant Brand of Mixed Paints.

W. D.

Watts & Bates' Hardware Store at St. Catharines.

INGERSOLL.

July 13.—Stephen King has returned from a vacation trip to the Old Country. He visited many points of interest and reports the trip as most enjoyable.

The final meeting of the creditors of the Reid Foundry and Machine Co. was held yesterday in the office of D. G. Cuthbertson, assignee of the Company and all matters in connection with the winding up of the Company were amicably adjusted. After the disposition by auction sale or otherwise, of the assets of the company, a dividend will no doubt be declared and the matter finally disposed of.

G. J.

BRANTFORD.

July 13.—The cement trade has been very steady this year. The Municipality is laying all the curbs and gutters for the streets which are to be paved, including George and Market streets, and the quantity of cement used is much greater than formerly. A number of concrete houses are being erected, as well as concrete foundations, which are now very popular for all classes of work.

Howie & Feely are continuing their sale of graniteware, which, they state, is a great success.

Schultz Bros., contractors, commenced work Monday morning upon another large extension to the plant of the Cockshutt Plow Company. The mounting, grinding and blacksmith shops are to be added to at a cost of about $10,000.

Schultz Bros. have been awarded the contract for a new Bell Telephone Co. building at Berlin.

A. W.

GALT.

July 8.—The death occurred in Galt of James Douglas, for many years connected with the McMurtry Hardware Company. The deceased was in his 68th year, and was one of Galt's most highly respected citizens. The funeral was one of the largest ever held in Galt.

John Marshall has been transferred from the McMurtry store in Galt to the firm's branch in St. Thomas.

It looks as if there might be a half holiday in Galt during the summer months, after all. One of the dry goods

merchants has taken the lead and announces a holiday on Thursday afternoon during July and August. This merchant states that he broached the question to his fellow merchants several times, but that they seemed unwilling to act, consequently he determined to act independently. It is questionable whether or not other merchants will follow suit.

The Galt plumbers are extremely busy these days. A large number of new houses are being erected and without exception these are being fitted up with the most modern sanitary conveniences. Galt's two brass works and the Art Metal Company are all working overtime.

The industrial condition in Galt is exceptionally bright, just at present, all the firms being over-crowded with work and the many orders received daily point conclusively to the return of good times. Another evidence of this prosperity can be found in the fact that the customs returns increased over $5,000 during the month of June.

Cameron Brown, of the Brown & Tait Hardware Company has recently become the possessor of a handsome touring car.

B.E.C.

LONDON.

July 13.—This is between seasons in the hardware trade; nevertheless dealers report business conditions very satisfactory.

The McClary Manufacturing Company is so rushed with orders just now that the various departments of this mammoth concern are running overtime with full staff. This certainly looks like a business revival.

Ald. Parsons, of Parsons Fair and Hardware, is tired of public life and announced that he will not seek aldermanic honors in January.

F. T. Y.

News From the Prairies and British Columbia

Construction of New Buildings Active at Various Places—Railway Development Work Near Saskatoon — Rich Marble Quarries in British Columbia.

VANCOUVER.

July 10.—Building permits during the past two weeks totaled $213,125 in value, the activity keeping almost on a level. There is construction going on on all sides, and in addition to the erection of buildings there is a large amount of street improvements, such as paving, etc., of a permanent nature. Among the recent large permits issued was one for a $20,000 factory and warehouse for the J. D. Ross Perry Company, show case manufacturers; another for a brick apartment house on Georgia Street for J. D. Bryne, to cost $50,000, and another for a brick rooming house on Carl Avenue for J. McTaggart, to cost $28,150. The reinforced concrete hotel built for A. Calori, proprietor of the Europe hotel, and to form a part of that structure under the same name, is now completed and is a handsome affair. This was the first of its kind erected in Vancouver, and others are now following.

Construction of the new steel bridges at Granville Street and Westminster Avenue over False Creek, are also nearing completion, and now the city council has in hand a new one over the same body of water at Cambie Street. The first two will cost three-quarters of a million dollars, while the cost of the latter is placed at $747,000.

On the Princess Ena, which went north last evening, there was shipped tons of machinery, including boilers, renderers, driers, etc., for the plant of the Pacific Coast Fisheries Company at Selwyn Inlet, Redfield & Co., New York, are the contractors for the plant, which will cost $300,000.

There was on exhibition this week in Vancouver some polished slabs of marble from the quarries at Nootka Sound, on the west coast of Vancouver Island. The colors are both white and blue, and the product is claimed to be equal to that of the best marbles of the United States. The pieces on exhibition, 7 ft. by 4, had a polish as clear as a mirror, and the exhibit has opened the eyes of many local people as to the possibilities of this province. This company has also a red variety on its property. This is not the only marble found in the province. There are some valuable deposits on the mainland coast, which may be worked soon, and in the Kootenay a company at Nelson, noted previously in these columns, is operating extensively, supplying marble for building purposes in Winnipeg and other cities.

R. B. B.

SASKATOON.

The Enterprise Hardware Co. have received a big shipment of stoves from their factory in the east. They have a heavy stock of plumbing goods on hand. A sample room showing the various lines handled occupies the front of the new warehouse.

D. D. Mann, vice-president of the C. N.R. was in the city this week along with M. H. McLeod, general manager of the same road. Seen by your correspondent the railway officials stated that they had been out the Goose Lake line as far as the end of the steel, where construction operations are in full swing. This fall it is expected that the road will be operated as far as Kindersley a point 125 miles from Saskatoon. A pile and trestle bridge 1,000 feet long has just been completed, which fills a big gap on the road which is being pushed on towards Calgary. Speaking of the crops the magnates remarked that they were in the very best of condition.

Surveyors are at work on the new line of the G.T.P. between Young and Prince Albert.

Tenders are being called for on a new Masonic Temple for Saskatoon.

D.G.R.

NEW WESTMINSTER.

July 10.—The Hassam Paving Company, of Portland, Ore., has secured the contract for the paving of Columbia St., the cost to be $105,250. The contract was awarded subject to the approval of the ratepayers, as a special by-law authorizing the work must be passed.

The city council also proposes to construct a new intake at the waterworks at Lake Coquitlam, which will give a capacity of over 1,000 inches of water. The work will be carried out by the Vancouver Power Company, which is increasing the height of the dam there.

KELOWNA.

July 10.—E. W. Bishop, late of Greenwood, B.C., has secured a position in the plumbing department of the Morrison-Thompson Hardware Co.

Motor cars are becoming very common in this district. The country about here is specially adapted to this kind of cruising, and some large, handsome machines have lately been brought in.

R. B.

MOOSE JAW.

July 12.—The block in which Alexandra school is being fenced and building operations on the new Collegiate Institute are progressing favorably.

Fred. W. Graham, of J. H. Buchanan's hardware store, has taken a position with A. W. Irwin, insurance agent.

The Imperial Bank of Canada has opened up in Battell Bros.' block, High Street west. A new brick block now being erected to be occupied by the Bank upon its completion.

The Dominion Bank has purchased the corner of Main and High streets, and will build shortly.

With the addition of these two Banks, High street will boast the honor of having four banks on its wide thoroughfare. Main street also has four and River street three.

S. W.

VICTORIA.

July 10.—Building permits for June show a substantial increase over the same period of last year. For the past month 46 permits were issued, totalling $90,120,

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

BUSINESS CHANCES.

Does your business need more money? Would you like to secure an active or silent partner? An outlay of 50c. or $1 for a small ad. under the heading, would probably put you in touch with the right man.

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

GENERAL HARDWARE BUSINESS in the county of Ontario. Good farming and dairy country. Will sell at a rate on the dollar for cash for acceptance at once. Box 867, HARDWARE AND METAL, Toronto. (32)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT WANTED—Capable agent required by first rate English house for glaziers' diamonds, with connection amongst wholesale buyers, importers, etc., in the various distributing centres of Canada. Commission only. Box 47, HARDWARE AND METAL, 88 Fleet St., E.C., London, England. (31)

WANTED—Wholesale house to handle new style Sanitary Feed Bag and Safety Razor for western provinces; also Quebec Province. Box 866, HARDWARE AND METAL, Toronto. (29)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

MISCELLANEOUS

CUT DOWN YOUR PRINTING BILLS one half, by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile typewritten letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a WRITERPRESS to run off circulars and letters, sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ontario.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

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WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

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NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 illustrations. Price $5.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

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TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept 10 Front St. East, Toronto.

which is about $20,000 more than last June. For the half year the value of permits issued was $789,200 compared with $520,780 of the same period of last year. This increased building has had a good effect on general trade, which is keeping up very well, June being the best month of the year so far, judging from reports received from many different branches of trade, both wholesale and retail.

Another step has been accomplished in the construction of the Alberni extension of the E. & N. Ry. The grading from Wellington to French Creek, having been completed, the C.P.R. has let the contract for the building of another seven miles of road.

It has been decided by the city council to submit a by-law to the ratepayers qualified to vote on money by-laws, authorizing the council to borrow a sum of $1,350,000 for the purpose of acquiring the undertakings of the Esquimalt Water Works Company, and the laying of a pipe line from Goldstream into the city. The cost of laying the pipe line will be about $400,000, the balance of $950,000 will, it is expected, cover the price of the company's holdings, which is to be decided by arbitration. The city having the power to expropriate.

Tenders are being called for the construction of an addition to St. Ann's Convent. The addition will be a handsome one, and will be four storeys in height.

W. S. Fraser Co., hardware dealers are moving their stock of heavy hardware into the new addition, which they have put to their premesis. The new structure was needed owing to the extension of the company's business. The cost of the new building was about $6,000.

Drake & Horn are putting a new front on their Yates Street place of business. When completed, the improvements will give the premises an up-to-date appearance, two large plate glass windows being put in. The alteration will cost about $400.

Watson & McGregor have taken, temporarily, a store on Broad Street, into which they have moved part of their stock of hardware taken from the old premises, pulled down to make way for their new block.

A case of interest to all hardware dealers and plumbers was tried in the police court last week. A business firm was summoned to appear to answer the charge of making plumbing connections without a permit. A fine of $20 was imposed. Magistrate Jay said that the by-law must be observed by all. The requirements were plain and in the case of a large place of business, where a number of employers were engaged, it was of the utmost importance that the plumbing arrangements should be constructed to agree with the by-law requirements.

Trade for June has been very good. A good amount of travel has kept the retail stores quite busy and orders from outside points are keeping the shippers moving to keep up. This month according to reports from many different branches of trade has been about the best of the year.

Work has commenced on the new premises for the W. Bownass hardware store. When completed Mr. Bownass will have a place of business second to none in Victoria. The new store is to have a depth of about 120 feet and will be 35 feet wide, which will give ample room to make a first-class retail hardware store. A fine large basement will be used for storing goods while the upper floor is to let for office use. The present premises occupied by Mr. Bownass are altogether too small, a recent visit disclosed the fact that both basement and upper floor were completely filled with stock, leaving very little room for new stock or extension of business. The new building will be ready for occupation in a few months.

W.B.C.

WINNIPEG.

The McClary Mfg. Co. have purchased two lots in Saskatoon, admirably situated near the C.N.R. tracks and depot, where a $45,000 warehouse will be erected as soon as possible.

The store of Comba & Sons, Ellice avenue, Winnipeg, was entered by an unknown party, on June 23, and several articles of cutlery stolen.

J. E. McRobie, secretary of the Retail Hardware Merchants' Association, returned last week from Duluth where he had been in attendance at the convention of the United Commercial Travelers of America.

English and Scotch capitalists from Edmonton are interested in the production of oil in the Riding Mountain district in the locality of Dauphin. H. O. Hooper, a representative of the company, has leased many farms with the intention of spending a quarter of a million in sinking wells and equipping them for operation. The company agree to pay five cents per barrel royalty to the farmer, which is two cents below the royalty usually paid in Ontario.

CEMENT TRADE IN CANADA.

The growth of the cement industry in Canada in the past few years has been remarkable, the consumption of the home-produced article having nearly trebled since 1904. In blocks or otherwise it is to a considerable extent taking the place of brick and stone in the foundations of buildings and in buildings themselves. Immense quantities of cement are also being used for sidewalks, pavements, railway construction, bridge biulding and canal and navigation structures.

A bulletin recently issued by the Dominion department of mines show that while the industry has developed in Canada during the past five years the use of imported cement has declined. The consumption for the years mentioned was:

	Canadian. Barrels.	Imported. Barrels.
1904	910,358	784,630
1905	1,346,548	917,558
1906	2,119,764	665,931
1907	2,436,093	672,630
1908	2,665,289	649,049

It will be seen that the Canadian article has met the greatly increased demands of the market, and at the same time materially reduced the use of imported cement. The following is the record of the Canadian industry for the past two years:

	1907.	1908.
Cement sold, brls.	2,436,093	2,665,289
Cement mfd. brls.	2,491,513	3,495,961
Stock, Jan. 1, brls.	299,015	383,349
Stock, Dec. 31, brls.	354,435	1,214,021
Value of cement sold	$3,777,328	$3,709,139
Wages paid	956,080	1,275,638

There has also been a considerable increase in the stocks, nothwithstanding a reduction in price last year from an average of $1.55 per barrel at the mill to $1.39. The trade depression of 1908, which greatly affected building operations, largely accounts for this showing; but it is certain that the revival of building activity so noticeable this year will have the effect of materially reducing stocks and probably keep the mills busy.

Altogether there are twenty-three cement mills in Canada; fifteen are located in Ontario, three in Quebec, two in Alberta and one each in Nova Scotia, Manitoba and British Columbia. Worked full time, these mills have a capacity of ten million barrels per year, which as yet is far in excess of the country's needs.

DISPLAYING BASE BALL BATS.

An experienced dealer operating several stores, and who is well known for his novel methods of displaying goods, furnishes the following information relative to handling bats:

In one of the stores this stock is carried on the shelves; in another the original crates in which the bats are received are used, the crates standing up, with part of the top sawed off, allowing the ends of the bats to be in sight; in another store use is made of a square upright box especially made to contain the goods; while in still another establishment the bats are simply placed in a stand in front of one of the counters. He states, in addition, that he has noted that a great many dealers in various cities which he had visited, display this class of goods by using a neat, upright box made about six inches shorter than the bats and large enough to hold half a dozen of each kind of bat carried in stock. This box should be neatly painted and displayed as near the front of the store as possible.

"V" CRIMP-ROOFING CORRUGATED IRON

METAL SHINGLES AND SIDING

PAINTED AND GALVANIZED
Made from Best Quality Steel Sheets

This is a profitable line for you to handle
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Exhibition visitors are invited to visit our exhibit in Manufacturers' Building.

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WINNIPEG and CALGARY

Headquarters for

Polished Plate Glass
Window Glass
Figured Glass
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For anything in builders' Glass, send in your specifications and let us figure on them. Quotations given either by wire or mail. Years of experience, the finest equipment and ability of the highest order enable us to ship the same day as received.

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Illustrations.

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descriptive matter.

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list prices of our complete line of

Furnaces and Furnace Materials
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Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us today.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

July 16. In conversation with travelers who visit all known parts of western Canada, it is found that the retail trade generally is experiencing a period of vigorous development never before known. It is said that the universally congenial summer has stimulated every phase of business life. The vegetation growth is rarely ever so luxuriant as it is at present. And every business man has seemingly caught the spirit of growth and activity, and as a consequence everything is moving. Everything points to an early and an extra heavy wheat crop for 1909. What this is going to mean for Canada it is impossible to estimate. The country will increase by the millions in wealth and population in a single year, and that is a feature to be recorded in the history of nations.

Local wholesalers report a strong demand for general hardware, and particularly for summer goods. This is an evidence that those articles not long since felt to be a luxury, are now deemed necessary, and hardships are being dispensed with. The metal and paint markets are firmer this week, and the demand for wire continues strong. Local retailers make mention of the extensive sales of electric irons. Several retailers are handling electrical supplies, which, owing to the general electrical development in this city, is a profitable line.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.80 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized, wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7. $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 per cent.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90· 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, Etc. — Pressed, retinned and plan, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

ROPE Sisal, 10¼; pure manila, 12¾; British manila, 11¼c; lath yarn, 9¼c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galzanized, $4.30; 26, $3.55 and $4.55.

BAR IRON—Bar iron, $2,35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.50; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE — Black pipe, ¼ in., $2.50; ⅜, $2.85; ⅛, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2. $14.50; 2½, $24.40; 3. $31.50; 3½, $39.50; 4 $45; 4½, $52; 5, $58; 6. $75. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20. $4.10; 24, $4.30; 26, $4.70,; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9; ½ box, $4.75; IX. full box, $9; ½ box, $5.75; IXX., full box, $13; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case. $2.45; Family Safety, 24c; Search Light, 22c; Sterling Light, 24c; engine gasolene, 22½c; White Lily, 23c; Royal, 22½c.

PAINTS AND OILS — White lead. pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.40; in kegs, $2.55; turpentine, bbl. lots, 67c per gal. linseed oil, raw, 69c; boiled oil, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM and "Bell," $5.00 base.

HORSE NAILS—MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.55 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under. 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—22c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

No matter how well you do a thing you are sure to hear more complaints than compliments.

One way to distract your attention from your vices is to parade your virtues.

"DOMINION CROWN"

POLISHED SHEETS
POLISHED CANADAS.

Best Quality and Finish

STOCK AND IMPORT.

A. C. LESLIE & CO., LIMITED

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Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

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HESPELER - - - ONTARIO

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

The Little Paint Man Writes an Ad

OUR advertising manager has asked me to write the advertisement for this week's *Hardware and Metal.* He's too busy getting ready for our big Fall campaign to stop and write this ad. I don't know what to say. I'm not an ad writer; I'm just a plain paint maker. Being employed in the factory, I can only tell you how good Sherwin-Williams Products are. Our salesmen can tell you all about how easy they are to sell and what we do to help you sell them and all that sort of thing. There's just one thing I do know about the sale of our goods—they must be easy to sell and in great demand, because I'm kept humping every minute trying to make enough goods to supply everybody. If I had room I could tell you all about how all of our goods are made, but to make it short I'll simply say that I've been making paints and varnishes all my life and have never seen them made so good anywhere as they are made in the Sherwin-Williams factory. I know what goes into them and know it's right up to snuff. If you are interested in having further particulars regarding Sherwin-Williams Paints and Varnishes, write our offices, addresses given below.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

CANADIAN HEADQUARTERS AND PLANT, 639 CENTRE ST., MONTREAL, QUE.

WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C. 639

The Western Stove Builders

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William. Ontario.

ART GLASS

We have issued a new catalogue showing many of our latest designs, and have mailed one to each dealer. If you have not received one, drop us a card, and we will mail you another. Get in line with a CATALOGUE—There's profit in selling Art Glass.

WINNIPEG PAINT AND GLASS CO., Limited

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BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The American Shipbuilding Company have been having some negotations with Port Arthur regarding a proposition to build a dry dock at that place, and a by-law will be voted on by the people of Port Arthur on August 10, the proposed site being at Bare Point.

The chairman of the board instructed the secretary to correspond with these people to get representatives together to discuss the advantages of Fernie. Ample fuel at the lowest price, coupled with great possibilities in water power, makes an ideal site, and railway facilities are assured. There are large iron deposits within easy reach of Fernie.

The Fernie board of trade are considering a proposition of establishing a structural steel manufacturing plant in the Elk valley. A large American firm, which has been constructing many tipples and other mining plants in this country, has concluded that it would be more profitable to have a plant of its own near the field in which so much work is to be done in the future.

Municipal Undertaknngs.

Morristown, Ont., is to vote on a by-law to spend $15,000 for a waterworks system.

An engineer will reoort on the three plans and estimates submitted for new steel tower and tank for the waterworks at Shelburne, Ont.

Guelph now secures its drinking water from a spring five miles from the city. The new system, including a two-foot conduit, cost $35,000.

Building Notes.

A $25,000 fire hall is to be erected at Hailebury.

R. N. Wyse is erecting a business block at Fredericton, N.B.

W. W. Bole is to build a $10,000 residence on Edgar avenue, Toronto.

A $15,000 addition is to be bulit to St. Joseph's convent at Hamilton.

Dr. Geo. E. Cook is to erect a $16,000 residence on St. George St. Toronto.

The corner stone of the new Anglician church of All Saints, at Peterboro, has been laid.

The Wm. Davies Co., Toronto, are to erect a four storey cold storage warehouse to cost $50.000.

Camrose, Alberta, has been selected as the site for a Lutheran church college. Members of the Camrose Board of Trade are providing a site.

The Dominion Railway Commission has issued an order compelling the Grand Trunk to erect a new passenger station in Guelph before September, 1910.

Permits have been issued at Montreal for the erection of two large Roman Catholic schools, in St. Henri, to cost $70,000, and on St. Joseph Boulevard to cost $50,000.

Construction has begun on the new Ashbury college at Rockliffe, the contract for which has been awarded to Byers and Anglin, Montreal. It is expected that the new biulding will be ready for occupation by April, 1910

The tender of Bigelow Bros., Saskatoon, for $31,485 on Nutana, Sask., school has been accepted by the public school board. This figure is exclusive of plumbing and heating. The tender of Thomson & Homer Saskatoon, for $9,950 on heating, plumbing and ventilating was accepted. It is hoped to have the building completed by November 15. An air washer in the ventilating system was eliminated from the specifications.

Public Buildings.

A new $25,000 school will be built at Wetaskiwin.

The Beaverton, Ont., council will raise $7,000 for the erection of a school house.

The Montreal Congregationalists will erect a large new church at Pointe St. Charles.

An eight-room addition will be built at the Barton Street school, Hamilton. Estimated cost $40,000.

The St. Barnabas congregation have decided upon the erection of a new church at Medicine Hat.

A project for the erection of an undenominational church in under discussion at Moimville, Alta.

The Roman Catholic church at St. Viateur d'Outremount will erect a new church at Outremount, Que.

The contract for building the Moosomin, Sask., high school, has been let to Thos. Grayson, at $20,500, including heating.

A new church will be erected at Matheson, Ont., by the members of the congregation of St. Andrew's church, Perth.

A by-law will be voted on in the near future to borrow $10.000 to build a town hall and police station at Killarney, Man.

Tenders are wanted for the erection of a temporary church for the Mount Pleasant (Vancouver) Catholics. A commodious modern structure will be erected later.

The Canadian Association for the Prevention of Tuberculosis, Ottawa, invites competitive plans for a sanitarium for counties of Carleton, Renfrew and Lanark.

The Orillia ratepayers have approved a by-law in favor of converting the present public library into a free library. Mr. Carnegie has promised $12,500 for a library building in connection with this proposal.

Companies Incorporated.

The American Laundry Machinery Company, Toronto, has been chartered with $40,000 capital. B. N. Davis, Toronto, is one of the promoters.

The Imperial Vacuum Machinery Co. has been organized with headquarters at Brantford. Capital is $40,000 and M. Ungar, J. Ker and A Goodwin, directors.

The Consumers Cordarge Company, Montreal, have been granted a license to do business in Ontario with the Colonial Cordage Company, Toronto, as agents.

Canadian May-Oatway Fire Alarms, Limited, Winnipeg, capital $100,000, to manufacture automatic fire alarms. Directors: W. Sanford Evans, W. A. Black, and M. Bull, Winnipeg.

The Welland Glass Manufacturing Company, Welland, Ont., has been granted a charter with a capitalization of $350.000. E. A. Fultz, Cleveland, and B. J. McCormack, Welland, are directors.

FIRE-ESCAPE CONTEST.

Commercial Travelers' Day in connection with the National Exhibition, Toronto, will be celebrated this year on Saturday, Sept. 4th. The principal feature arranged by the Exhibition committee of the association, which met on Friday, July 2nd, was the fire-escape contest. This promises to be of especial interest, as it is something in which every knight-of-the-grip is particularly interested. A prize of $100 will be given jointly by the Commercial Travelers' Association and the License Department of the Ontario Government, for the fire escape which is considered the best for the private chamber in a hotel. The committee in charge, anticipate the exhibition of several designs—the contest being open to all members of the association. All entries must be sent into the secretary of the Toronto Association, Jas. Sargent, 51 Yonge Street, Toronto.

Travelers' Day will also include a five mile marathon race for prizes valued at $125, open to amateur members of the association, holding certificates for 1908 or 1909. A baseball game between the Toronto and Hamilton sections will be still another feature of the day. The winners will be holders for the year following of Ex-president M. C. Ellis' silver trophy, now resting under the wing of the Toronto association.

During the afternoon there will be a meeting which will be addressed by a number of the leading public men of the day.

As the programme is a particularly good one the energies of those in charge will be directed to making the Commercial Travelers' Day of 1909 better than the best of the past.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

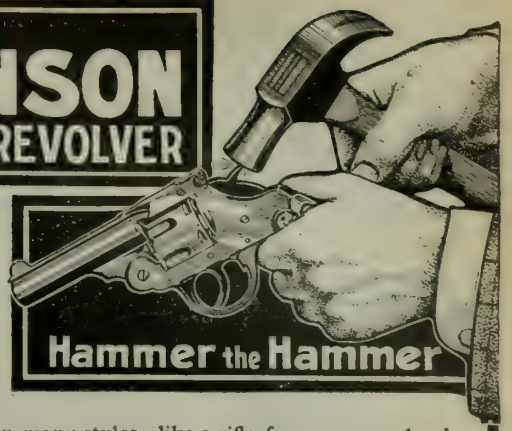
General Offices

43 EXCHANGE PLACE

NEW YORK CITY

IVER JOHNSON

SAFETY AUTOMATIC REVOLVER



A revolver that can be discharged in any other way than by pulling the trigger is a mechanical absurdity as well as a constant danger.

The things you can do to an Iver Johnson Safety Automatic Revolver without discharging it would keep you busy all day. The one thing you can't do to it is—fire it in any other way whatever than by pulling the trigger.

Handsome in appearance, made in many styles—like a rifle for accuracy—hard-hitting and speedy—but always safe to handle.

Don't Let YOUR Profits Get Away

The Trade everywhere is making money on Iver Johnson Revolvers because they are good revolvers, absolutely safe revolvers, and widely advertised revolvers. We keep them before the reading public in the big magazines and the sporting papers.

Keep them before your customers, be ready to handle the enquires we send you, get *your* share of the profits of our combined efforts.

Send for Dealer's Catalogue and give your Jobber an early Order

IVER JOHNSON'S ARMS & CYCLE WORKS

330 RIVER ST., FITCHBURG, MASS.

Pacific Coast Branch: Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

THE OPPORTUNE MOMENT

"If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

Rates 2c. per word for first inser'n
1c. " " subsequent "
5c. additional each insertion for box number.

BAR IRON

Quality means profit and you get both when selling London bar iron. It is sound—every inch of it is chemically perfect and properly rolled. You will find in it no fault at all, neither will your customers.

Write Us for Quotations

LONDON ROLLING MILL CO., LTD.

LONDON, CAN.

Persons addressing advertisers will kindly mention having seen the advertisement in this paper.

Novelties and New Goods

HARDWARE WALL HANGER.

E. C. Atkins & Co., Indianapolis, Ind., are sending to the trade, upon request, a handsomely lithographed sheet steel sign for display purposes in hardware stores. The hanger is of banner de-

Sign for Display Purposes.

sign, and depicts a carpenter standing on a globe. In one hand he raises a hand-saw aloft, and he points to it with the other. Below is the inscription, "Atkins' Saws, Finest on Earth." It is a neat and attractive bannerette.

NEW BACK PRESSURE VALVE.

The Penberthy Injector Company, Windsor, Ont., have issued circulars de-

A New Penberthy Valve.

scribing a new device put on the market by them in the form of a new back pressure valve for use on oil cups for gas or gasoline engine cylinders. They claim that the valve prevents any back pressure from entering the sight feed glass and the result is a steady oil drop and a clear sight feed glass. The accompanying cut illustrates the Penberthy "Sultan" gas engine cylinder oil cup fitted with the patented back pressure valve.

Referring to the illustration A is the valve, B the valve seat, D valve stem, E port holes, C baffle cone. When the back pressure from the cylinder strikes the valve A the latter is lifted to its seat B and no back pressure gets past. On two cycle engines in which the explosion takes place at every revolution it is possible for a slight amount of back pressure to pass the valve referred to in which case it strikes the baffle cone C and is deflected to the sides of the sight feed glass through the port hole E not interferring, therefore, with the oil drop. The oil in feeding drops on the top of the baffle cone C and runs down through the port hole E to the bottom of the valve A and when the back pressure releases this valve, the oil flows directly into the cylinder chamber. The valve works automatically with the explosion in the cylinder and provides a positive feed.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Steel Ceilings.—McFarlane & Douglas, Ottawa, manufacturers of architectural sheet metal building material, are offering to send to retail hardwaremen a copy of the first supplement catalogue issued by them, it comprising 48 pages, 8 x 10 inches in size, and containing numerous illustrations, including a number of very attractive designs in metal ceilings. The book is an excellent introduction to the "Crown" brand of galvanized shingles, sidings and sheet metal building materials and readers who have not received a copy will do well in forwarding their name to the manufacturers at the address given above.

Decorative Metal Work.—Something decidedly original in metal home furnishings is shown in a 30-page catalogue being supplied Canadian hardwaremen who have a call for high grade hearth furniture, etc. Particular attention is directed to a polished brass music cabinet which automatically opens and locks when desired. About half the book is devoted to fire place furniture, fire screens, etc., a class of goods in demand just now. Candlesticks, table gongs, hall furniture, metal umbrella stands, electric radiators, and table decorations are also prominently featured. Any dealer having a market for these lines ought to have this catalogue on file. H. F. McIntosh, 51 Yonge street, Toronto, is Canadian agent for the English manufacturers of these goods.

Dominion Ammunition Hanger.—The Dominion Cartridge Company, Montreal, have sent to their customers a copy of their latest wall hanger, an artistic and attractive picture of a duck shooting scene. It is well calculated to attract the attention of shooters and emphasize upon them the merits of "Dominion" shells and cartridges. Hardwaremen who receive the hanger will undoubtedly place it in a conspicuous place from now until the close of the shooting season. Those who have not secured one of the hangers should make application at once. Extra copies for friends are sent on receipt of 20 cents to cover postage, packing, etc.

HARDWARE LETTER BOX

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Lightning Rods.—W. H. Turnbull & Co., Brantford, ask where lightning rods can be secured.

Wright Wire Co., Palmer, Mass.; E. A. Foy & Co., 409 East 8th Street, Cincinnati, Ohio, and Dodd & Struthers, Des Moines, Iowa, are makers of this line, which is regaining its old-time popularity in the United States.—Editor.

Address Wanted.—W. J. McCart, Avonmore, asks for the address of the Dominion Lime Co., Toronto.

There is no such company. The Ontario Lime Association has its headquarters at Esplanade and West Market streets, Toronto.—Editor.

Fire Escapes.—K. Freeman, Bridgetown, N.S., asks who manufacturers fire escapes.

The Dennis Wire and Iron Co., London, and the Canada Foundry Co., Toronto, are reputable concerns.—Editor.

Cobblers' Sets.—Peoples Hardware Co., Montreal, ask who manufacture cobblers' sets and outfits.

Taylor-Forbes Co., Guelph, manufacture a full line of cobblers' sets, fillings and repair outfits.—Editor.

BIG FOUNDRY FOR TORONTO.

The new company is being formed by Mr. Cawthra Mulock and Sir William Mulock, who propose to spend at least $500,000 in erecting modern foundry buildings, with the manufacture of cast-iron pipe as one of the principal features. A 22-acre factory site at Toronto is being negotiated for.

A small hand magnet for lifting nails out of bins and conveying them to the scales to be weighed, is now in use in many hardware stores in the United States.

The Retail Paint Trade

PAINTERS AND MIXED PAINTS.

The advantages to a practical painter in the use of ready mixed paint are well set forth by Co-operation and Expansion as the saving of time and a uniformity of product. By the use of mixed paints his entire time can be devoted to the practical application of the paint and the soliciting of more business; whereas, in preparing his own products, a great deal of his time is taken up in his shop. And it many times happens that after a batch of a given color is made up for a certain job, along toward the end of the work it is found to be a little short in quantity—another quart or so has to be prepared, and the chances are that it will take equally as long to break up and tint this as it did the original quantity running into gallons—sometimes even longer, as the major portion of the job has already been covered the additional quantity which has to be prepared must be an exact match. This is one difficulty that is entirely removed for the practical man who acknowledges the superiority of prepared paint, using it upon all his work and utilizing the time he formerly put in in his shop, in mixing his own paint, for soliciting more contracts. This is a good line of argument for the paint dealer to adopt.

GOOD PAINT PREVENTS RUST.

Inasmuch as both moisture and oxygen are necessary in order that corrosion may proceed, it can easily be seen that the duty of a protective paint is to exclude both of these elements. It is well-known that a linseed oil film is an expensive porous structure acting somewhat as a sponge toward moisture and freely allowing the passage of oxygen.

The function of the pigments employed in paint is therefore at least threefold, says William H. Walker in the Engineering Magazine. First, the more obvious one of imparting a color thereto; second, the most important one of filling up the pores or interstices in the oil film, thus rendering it as little impervious to moisture and air as possible and third, to add the composite film in drying or oxidizing to a compact impenetrable covering. Very little work has as yet been done upon paints from this point of view, but with a clear conception of the factors involved in the corrosion of iron, an intelligent study is made possible and valuable results can be predicted with certainty.

The porosity of paint films containing no linseed oil, but composed of various bituminous materials which may be adapted for the purpose, is also a field which can be studied with profit, with a view to increasing their moisture and oxygen-excluding properties.

Paint used from fresh keg lead is not so good as that which has stood some months.

"What is it good for, anyway?—this Floorglaze

One dealer, his business sense touched by our salesman's arguments, sprung that question the other day. It was so easy to answer him, and to prove the answer, that he placed a neat little order. So would you, once you realized that Floorglaze is:

Ten beautiful shades of this quick-drying, low-priced, well-advertised ALL-purpose enamel—the most elastic, wear-resisting, waterproof enamel made.

Good to build up a solid and lasting trade with housekeepers (and they'd buy other things from you once you got them into the store.)

Good to make a foundation for a profitable business in all manner of good paints, varnishes, and the things that go with them.

Good to advertise your store as a store—because our heavy advertising directs buyers to your place—and, more, Floorglaze reflects credit on you because it really backs up every statement made for it.

Send for sample can (FREE), color card and special Fall offer. Address:

IMPERIAL VARNISH & COLOR CO., Ltd., TORONTO

Ready stocks of all our lightning-selling, advertised leaders at Vancouver, 542 Beatty Street, and Winnipeg, 108 Princess Street.

BOLTS AND NUTS

Why not capture the whole trade in Bolts and Nuts in your vacinity by handling a brand that will give your customers entire satisfaction and ensure their business to you in the future?

"M.R.M." Bolts and Nuts are to-day found in all the leading Hardware Stores throughout the country.

The greatest care and attention is given to the whole process of manufacture, our aim being to turn out the best class of Bolts and Nuts made.

We will be glad to submit samples.

THE MONTREAL ROLLING MILLS CO.

PAINT AND OIL MARKETS

MONTREAL.

July 16th.—Contrary to expectations, general business in this market has held up splendidly. There is no doubt that the absence of the excessive heat—usually experienced about this period in July—has lent a stimulus both to interior and exterior painting and decorating. Repeat orders for the whole range of staple lines are beginning to come in with greater frequency from many retailers who underestimated their summer needs; at the same time orders from the larger corporations show that the latter are becoming more generous with their specifications and local jobbers are consequently deriving much benefit therefrom.

The most notable feature of the market here is the further sharp advance in turpentine which seems to be more due to manipulation at Savannah than to any real paucity of the fluid at the southern base of supplies. Notwithstanding recent advances, the indications in the south as well as the limited amount of local holdings go to show that an even further advance within the next fortnight would not occasion any surprise to those who have been closely watching the market.

TURPENTINE.—A good business is reported. Stocks locally have receded to normal and consequently holders here have placed their quotations more upon a parity with those prevailing at southern shipping centres. Notwithstanding the jump of 4c which we recorded in our last issue, we have to chronicle a further sharp advance of a like amount during the current week making our present quotation for turpentine 65c for single barrels, net 30 days.

LINSEED OIL.—The increasing call for painters' supplies has had the natural effect of materially enhancing the values of linseed oil. Quotations are advanced 1c per gallon as follows: Raw, 1 to 4 barrels, 64c; 5 to 9 barrels, 63c; boiled, 1 to 4 barrels, 67c; less than barrels 5c per gallon added, package extra; strictly net 30 days.

GROUND WHITE LEAD.—White lead shipments are sharing in this general warming up of business and indications point to a larger July turn over than has been enjoyed for many years. With free buying quotations are firm. Strictly pure, $5.60 to $6.10, according to quantity, and No. 1, $5,10 to $5.60 f.o.b, Montreal.

RED LEAD.—Heavy shipments are now to hand but there is a lack of snap in the purchasing and for large lots the quotations under would be shaded. Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; less quantities at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50; and smaller quantities, $5.50.

WHITE ZINC.—There is no special feature to report concerning zinc but the demand is fairly brisk owing to the improved conditions. We quote; Dry V. M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—Shipments are rather slow, but enquiries for prices on autumn deliveries indicate that there will be a good turn over during the next few weeks. Present prices are: Standard putty, 800 lbs., in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs., in barrels, $2.15; in 100-lb. cases, $2.25; in 25-lb. drums $2.10; 25-lb tins, $2.15; 12½-lb. tins, $2.35, f.o.b., Montreal.

TORONTO.

July 16.—Trade has slackened up somewhat although a fair movement exists, especially so for this season of the year. Retailers' stocks have been called upon heavily and sorting orders are becoming more frequent. The weather has been very favorable for painters and many buildings in course of construction have been advanced sufficiently for the paint contractor to do his share of the work.

Turpentine prices have become firmer and Toronto and eastern markets are now uniform at the advanced quotations made necessary by the rising market in the south. Stocks are not moving very freely owing to the uncertainty existing. Indications now point to an even higher market with prices more steady.

LINSEED OIL.—Prices are firm at last week's advance and a good trade is reported. The shortage in Argentine seed responsible for the strengthening of the market in England will ensure the Canadian field to local crushers. We quote. Raw, 64c and boiled, 66 cents in single barrels. Five-barrel lots of raw are 63c and 10-barrel lots 62c. Boiled 3 cents advance.

TURPENTINE.—The past week has developed greater strength in the local market and 46 cents is now the lowest price quoted in Toronto, the prevailing figure being 65 cents for single barrels, 64 cents up to five barrels and 70 cents in five gallon lots. There appears to be a further advance movement developing in the South and the market may be two cents higher by the time this paper reaches its readers.

WHITE LEAD.—Sales of this article continue heavy and are much greater than usual at this season. Prices are steady at our former quotations: No. 1 is $5.50 to $5.75; pure white runs from $5.90 to $6.10, with a superior grade at $6.35. Red lead, which is selling freely in the large cities for structural iron work, is unchanged in price, $4.50 for casks and $4.75 to $4.80 for hundred-pound lots.

PUTTY.—Putty is being sold in good quantities and inquiries for quotations

The Painter Knows

That's Why He Asks For

"ENGLISH"

LIQUID PAINT

He knows that the shades are clean, clear and perfect.

He knows that the guarantee formula appears on the can.

He knows that the white base is

70% Pure White Lead
30% Pure White Zinc

thinned with pure linseed oil, turpentine and dryer.

It suits him. This is only one of the reasons why progressive dealers are taking up the agency.

Just send us a postal card for prices and selling plans

BRANDRAM-HENDERSON LIMITED

Montreal Halifax
St. John Winnipeg

MURESCO

LEADS ALL OTHER WALL FINISHES

As a mural decoration it is making good every day and has the endorsation of the best decorators and painters who know that results can be obtained from it that no mere cold water preparation can impart.

It is a hot-water finish and will take thirty per cent. more water than any other production. It dries off as solid as a sheet and has that nice, soft appearance which no other wall finish will give.

Muresco Has Made Good

BENJAMIN MOORE & COMPANY, Limited

TORONTO NEW YORK CHICAGO CLEVELAND

AGENCIES

A. M. Bell & Co., Halifax, N.S.
Emerson & Fisher, St. John, N.B.
Hanbury Hardware Co., Brandon, Man.
Enterprise Hardware Co., Saskatoon, Sask.

There's one sure way of getting the painters' trade

—Sell only the kind of goods that give satisfaction on every job. For instance: If the painter wants something that will produce the appearance of a rubbed finish on gloss finished work, recommend

WOOD FLATTINE FINISH

Point out that it gives the appearance of a high-grade rubbed finish without the labor and expense of rubbing with pumice stone and oil or pumice stone and water. Flattine is very durable and resists the action of water and dampness better than any varnish. It dries hard over night. Its quality is always uniform —we guarantee it under our seal. Sold in Sealed Cans Only.

International Varnish Company, Limited

Toronto, - Canada

Branch of the Standard Varnish Works.

Makers of Fine Varnishes, Lacqueret, Elastic Floor Finishes, Etc.

New York - Chicago - London - Berlin - Brussels

on fall deliveries are being received. Bulk in casks is $1.75; 100-lb. drums, $2; bladders, in barrels, $2.15; cases, $2.25; 25-lb. drums (loose) $2.10; 25-lb. tins (foreign) cases, $2.15; 12½-lb. tins, $2.35. Window glass is commencing to pick up. Quotations are unchanged.

STAINS AND VARNISHES.—A sorting trade is being done with prices unchanged.

PETROLEUM.—Prices are unchanged at 13½c for prime white, 15½c for water white, and 17½c for Pratt's astral. Motor gasolene is 16½c, and benzine, 15½c.

THE TAR-CAN AND BRUSH.

A home-owner whose big cherry tree was in danger of disintegration, went to a hardware store and asked for a gallon of tar with which to plaster up and cover over a wound on the tree.

A clerk took the order. Then the customer said: "I want a brush with which to put the tar on." That order was also entered. The bill was paid and the goods marked for delivery.

When the goods came, the home-owner made himself ready for his share of the operations. He found the tar in a can with an opening of about two inches in diamgter. The brush was fully eight inches wide.

"I find myself," said the man to himself, "much like the fox in the fable who was asked to dinner by the stork. The latter could feed himself from the bottle of food, while the fox couldn't. Why didn't that clerk make his can and his brush fit with each other?"

Why didn't he? Probably because he didn't stop to think. The purchaser was compelled to supply his lack of foresight: To pour the tar into a pan so he could make use of the brush.

There are too many clerks who don't think.

BLAMING THE MATERIAL.

"I want to tell you of a little experience we had recently says a prominent dealer, which will illustrate how the material may be blamed for the fault of the workmen. A man who owns a good deal of property came in here to buy the paint for some houses he owns. He wanted to paint them white and cream white, and he debated quite a while whether he should take white lead and oil or mixed paint. Finally he decided on the mixed paint, and we shipped the stuff down there. A few days ago he came in to pay his bill, and when he handed me the check he said: 'I am going to pay this bill, but I am not satisfied with the material because it is so thin it won't cover.' Well, we have been handling that brand of paint for a good many years, and our experience has been that it is ground thicker than necessary, and you usually have to add oil to it to reduce it to brushing consistency. So I asked him how it was, and he told me that the men he had hired to do the painting raised all kinds of objections to the material because it was mixed paint, and told him it was no good and would not cover. Finally he says to them, 'I've hired you to put on the paint that I furnish and I'm paying you by the day. If you don't want to put it on I'll get somebody else.' Then they stopped their complaints. Well, we went down to investigate, and we found that the cream white covered very well indeed. The white covered all right on the round porch posts, but on the flat surfaces it seemed thin. When we looked at the paint that had been left over we saw at once that the painters had purposely thinned it down so much that it would not cover, in order to discredit the material. When we saw that we told the owner just what we thought, and said that if there had been anything wrong we would have called on the manufacturer to come out and investigate, but it was so clearly the painters' fault that complaint was uncalled for.

THE SUCCESSFUL CLERK

Be exact in every particular and never misrepresent. Inspire confidence in whatever you say, so that when a customer comes to the store to buy paint or anything else, he may learn to rely implicitly upon your representations. If he forms the habit of buying goods you recommend, your work can be made profitable without the expenditure of a great amount of labor and time. Have you ever had occasion to notice that the clerk who apparently understands the line of merchandise he is selling the least is usually the man who takes the longest to consummate a sale, besides his customer oft-times comes back with some complaint to make.

But the successful clerk is he who keeps his mind constantly on his work; who seeks to busy himself with learning details and the construction of commodities carried in stock; who is eager to come in contact with people and, in fact, he is the man who forgets to go home at the closing hour because he wants to finish some work which the others have left undone.

DOES YOUR ADVERTISING PAY?

Tell us, are you advertising
In the same old foolish way
That your grand-dad did before you.
And persist, "It doesn't pay?"
Think the whole world knows your address
"'Cause it hasn't changed in years?"
Wouldn't the pathos of such logic
Drive a billy-goat to tears?
"Just a card" is all you care for,
Hidden, lonesome and unread,
Like the sign upon a tombstone
Telling folks that you are dead.
Wake up, man, and take a tonic,
Bunch your hits and make a drive,
Run a page, and change your copy,
ADVERTISE and keep alive.

The only man who never made a mistake died when he was a boy.

The things that come to those who wait are generally the things that no one else wants.

"Embrace"
the opportunity
and go through
your stock
of

Varnishes
Enamels
Stains
Colors

They "go together."

Having done this, please send your orders to where they will be appreciated, viz.,

THE
CANADA
PAINT
COMPANY,
LIMITED

Ramsay's Creosote Stain

You should know something about these beautiful Shingle Stains. They are great for preserving shingles and are becoming more popular every day.

Formerly everybody was obliged to import all these goods. Now, we make them.

Ramsay's Shingle Stains

are unequalled by any imported goods, and there is no duty to pay.

You can get full price for them and make a good profit. They are put up in imperial measure cans and barrels.

Write for our card and prices and see what we can do for you.

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842 — The Paint Makers

THERE IS MUCH IN A NAME

New Era Paint

marks a distinct advance in the development of paint trade. It means a paint that, so far as purity and profit, push and permanence are concerned, has no equal as a sales-builder or satisfaction-giver.

It is a paint that you can unhesitatingly recommend, a paint that is put up with care, caution and a conscientious regard for its worth and reputation.

Send for our Booklet. Do you carry New Era Paint?

Standard Paint and Varnish Co., Limited
Windsor, Ontario

THE DOUGALL VARNISH CO., LTD.

Successors to
McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL

GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

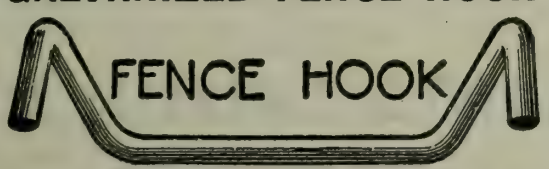
A. SHAW & SON, London, Eng.

CANADIAN AGENTS

Godfrey S. Pelton & Son, 203 St. Nicholas Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"OUR SEASONABLE LINES ARE PROFITABLE"

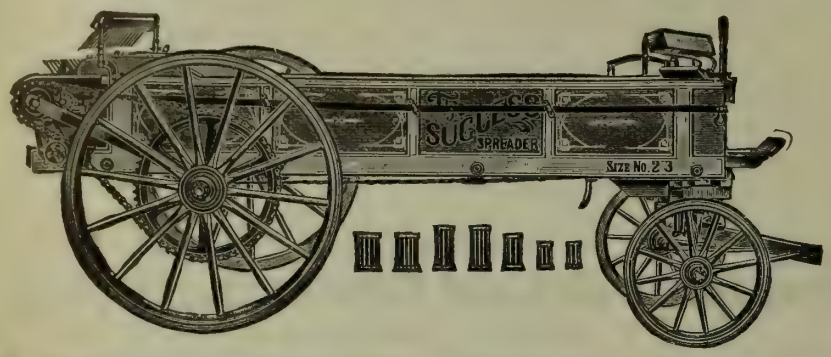
Get our Prices on
SAND SCREENING,
GRAVEL SCREENS,
CONCRETE REINFORCEMENT,
CELLAR WINDOW GUARDS,
lined with fly cloth,
HORSE and DOG MUZZLES.
Trellises for Climbing Vines and Garden Bordering

CANADA WIRE GOODS MFG. CO.
HAMILTON, - ONTARIO
We make Jail Cells and Gratings of every description.

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



We supply the following goods

Success Manure Spreaders
Walking Plows of every description
Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. "Leader" Scufflers. Pulpers, Agricultural Wheelbarrows. Also the famous Thom's Blower, Ensilage Cutters.

These goods can be and are being profitably handled by many of the leading hardware men.

We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*

"MORE SALES"

That's the cry of the ambitious merchant. Save your strength Mr. Dealer and take one good, deep look into the problem of salesmanship. To be successful in selling paint you must first—attract, second—interest, third—convince, fourth—create desire, fifth—supply that desire. Successful selling depends upon right buying.

Get in a Supply of

MARTIN-SENOUR PAINTS

and most of your sales troubles will end. You might by smooth talking sell a common brand of paint but the user won't return for more. So, for **More Sales** have on hand **Martin-Senour Paints.** The **M. S.** means just that—**Martin-Senour's for More Sales.** Order a trial lot and we will send you plenty of advertising that will help get your trade in the notion of buying paint—because they will recognize the good reputation of your new stock.

Remember—MARTIN-SENOUR FOR MORE SALES

THE MARTIN-SENOUR CO., Ltd.

Pioneers Pure Paints

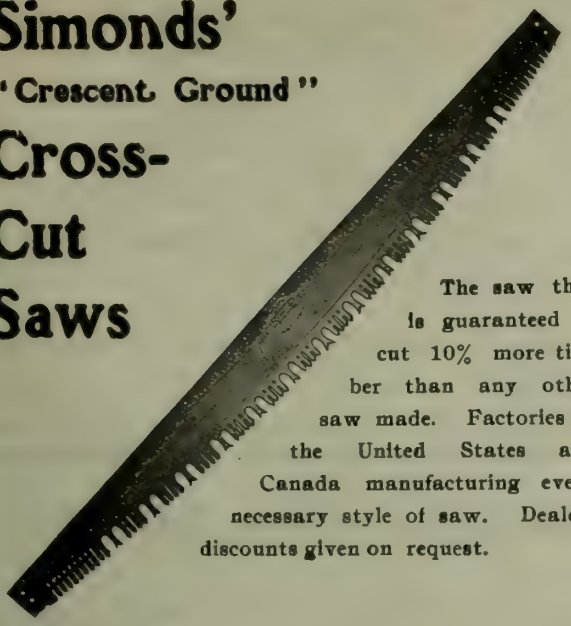
MONTREAL
The Winnipeg Paint & Glass Co., Ltd.
Winnipeg

CHICAGO
The Maritime Paint & Varnish Co., Ltd.
Halifax, N. S.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co. LIMITED

Montreal, P.Q.

Vancouver, B.C. St. John, N.B.

There Could Be No Greater Tribute

to the quality of the Bear Lamp Blacks than that paid annually by the largest Paint Grinders in the Country by placing their contracts with us.

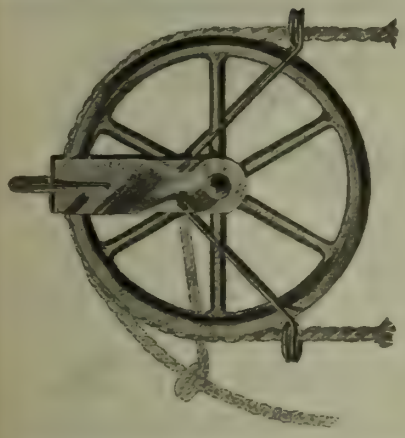
Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

For sale by jobbers in paints.

E. FIELDING, AGENT FOR ONTARIO

Wholesale quantities only.



A Specialty That Sells

The "Rollston Easy" Pulley

It is the greatest convenience ever placed on the market for hanging clothes lines and saving the good housewife many a step. Get our prices on this handy and useful article. It will pay you.

THE C. S. ROLLSTON HARDWARE SPECIALTY CO., VANCOUVER, B.C.

Stop the Leaks

The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

"The Best on the Market"

That is what all steam and gas-fitters say of

The Diamond Brand Fittings

They are always reliable and uniform, with threads perfect and no sand holes. There is quality and honest workmanship in every one.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Ltd.

OSHAWA, CANADA

NEW YORK ST. LOUIS

TRADE SECRETS IN MIXED METALS

No. 1. We may not be revealing one of them when we say a most important part of the mixture is brains.

No. 2. Owing to the nature of the business, a buyer's best safeguard is to deal with an absolutely reliable house.

QUALITY, INTEGRITY and ENTERPRISE

These are our foundation stones.

HOYT METAL COMPANY

72 Don Esplanade, Toronto

Largest Manufacturers of Mixed White Metals in the World.

BABBITT METALS, SOLDERS, TYPE METALS, CASTING METALS, SPECIAL ALLOYS

CHICAGO Write for descriptive catalog and prices. LONDON

CANADA FOUNDRY COMPANY

LIMITED

Cor. King and Simcoe Sts. - TORONTO, CAN.

MONTREAL *WINNIPEG*
HALIFAX *VANCOUVER*
OTTAWA *ROSSLAND*

MANUFACTURERS OF

Power Appliances of All Kinds

Complete Power Plants
Steam, Gas or Electric

Glues, Gelatines, Size, Etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

The EUREKA

is the best tool for digging post holes any size. Also for sinking posts heaved by frost. It cuts off roots—lifts out stones, etc.—works in sand, clay, gravel or muck. If your jobber will not supply them, write to us.

We also make Wire Stretchers for building wire fences, Drive Well Points, Drive Caps, Shoes, Cylinders and Pumps.

Otterville Mfg. Co., Limited

OTTERVILLE, - ONTARIO

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

TENTS

All sizes and styles, made of the highest grade duck, kept in stock, and made to order. Prices on application.

Awnings, Sails, Flags

Made on the Shortest Notice.

☞ Be sure you are dealing with the old reliable house. Established 1866.

Thos. Sonne, Sr.

Phone M. 1161 193 Commissioners St., Montreal

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK

GRANTED 1682

Sole Agents for Canada

James Hutton & Company

Montreal

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf

THE
STANDARD CANADIAN
COW TIE
(NIAGARA PATTERN)
MADE ONLY BY THE
ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS,
ONTARIO.

When the BEST costs no more, Can YOU afford to give your Customers an inferior Cow Tie?

Compare the "NIAGARA" Cow tie with others. It is 10 to 20% stronger, it has EIGHT ADJUSTMENT LINKS — others have four — making it unnecessary for the dealer to carry so many sizes.

EVERY LINK formed on the principle of the SQUARE KNOT making the STRONGEST CHAIN EVER PRODUCED

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.

ADVERTISEMENTS WE LIKE TO LOSE

Most firms dislike losing business. It usually means the customer is dissatisfied and that is a serious matter. We have just received a letter, however, which is an

EXCEPTION TO THE RULE

R. H. Tetlock, of Unionville, Ont., sent us the following advertisement :

FIRST-CLASS set of tinners' tools complete with benches, cheap if sold at once. For particulars write Box 54, Unionville

He instructed us to insert it four times. After three insertions he wrote us as follows, under date of Feb. 4, 1908 :

"Please discontinue my ad., 'Tinsmiths' Tools for Sale,' as I have sold satisfactorily, through the assistance of your valuable paper."

The advertisement cost 80 cents for the three insertions.

Surely it was a good investment.

Hardware and Metal
Montreal Toronto Winnipeg

MADE IN CANADA

Island City Dry Colors

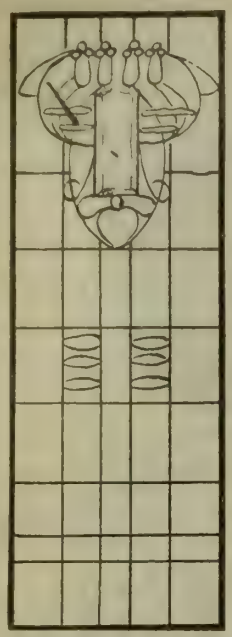
OUR
Permanent Reds
Vermilions
Greens
Blues
Yellows

have great strength, and always give satisfaction.

P. D. DODS & CO.
Limited

AGENCIES
J. H. Morin & Co. - - Toronto, Ont.
The Western Paint Co. - Winnipeg, Man.
The Capital Paint & Oil Co. - Ottawa, Ont.

HEAD OFFICES AND WORKS
MONTREAL



Design No. 915,
Supplementary Catalogue.

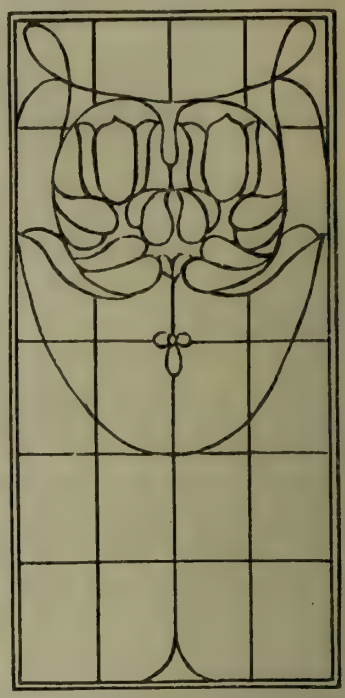
LEADED ART GLASS

Send us your next order for Leaded Art Glass, that you may be convinced that we are abreast of the times in quality of workmanship and designs.

Orders for glass, other than manufactured, can be shipped same day as received.

Our large stocks of SHEET WINDOW GLASS are second to none in quality and Quantity.

Send us a Trial Order



Design No. 902, Supplementary Catalogue

The Hobbs Manufacturing Co. Limited

Factories and Warehouses

TORONTO LONDON WINNIPEG

Atkins Silver Steel

Segment Ground Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis.

Axoline Axoline Axoline

WONDERFUL! WONDERFUL! WONDERFUL!

AXOLINE is the most wonderful Metal Cleaner in the world.

It is easy to say that.

LET US PROVE IT.

IT IS 75 PER CENT. CHEAPER than any other METAL Cleaner and yet it will make MONEY for you.

IT EXCELS FOR BRASS. It sells readily to the big buildings such as Banks, Public Institutions, Railways, etc. ***In Brass alone it would prove a seller.***

But it cleans COPPER, NICKEL, PEWTER, TINPLATE and other METAL WARES.

It costs little and you can sell it on sight.

WRITE TO-DAY FOR THE AGENCY

Send ten cents for generous sample and mention this ad.

THE

ANGLO-FRENCH IMPORTING

Company Limited

232 LEMOINE ST., MONTREAL

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

Gilbertson's Sheets
and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized Flat Sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

have been the Standard for over seventy yea

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mar

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Clothsand Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLONS LTD., 455 St. Paul Street
MONTREAL

IT IS THE WIDE AWAKE DEALER

who gets the LEAD in the building trade. CONTRACTORS know the man who sells the right ROOFING, and every dealer can increase his business by getting after the local builders first and then stir up your customers who call for paint or any other building improving article. Perhaps you never thought of the money you are MISSING by neglecting the local ROOFING BUSINESS. YOU cannot fall down with our strong SELLING SYSTEM behind you. We also make a fine variety of Wrapping Papers.

We carry a large stock of our leading brands, and our prices are reasonable always.
Compare them with others and with our quality, and we win easily.

ALEX. McARTHUR & CO., Limited

82 McGill Street — **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ....per lb.	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch..........	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal Extra, 21c. per lb.; No 1, 10c.; 2, 8c.; 3 7c; Langwell's anitfriction metal (special), 15c.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.......	0 22
Tubing, iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot............	14 25	14 25
Cut lengths, round, bars, ½ to 2 in...		21 00
Plain sheets, 14 oz......		21 00
Plain, 16 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base..............		26 00
Braziers' (in sheets), 4x8 base		20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52................	4 45	4 25
60..................	4 70	4 40
20x28x80	8 90	8 70
......	9 40	9 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20....	3 70	3 50	3 65	....
22-24....	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28......	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. .... " 28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		19 25
Middlesboro, No. 3 pig iron..	16 75	19 50
Summerlee, No. 2 " ..	19 00	20 00
Carron No. 1	20 50	....
Carron, special......	19 50	....
Carron, soft	19 00	....
Cleveland, No. 1	17 50	20 50
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron.........	32 00	32 50
Ferro Nickel pig iron (Soo)....	....	25 00
Angles.................base	2 60	2 60
Common bar, per 100 lb......	1 85	1 95
Forged iron	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel..........	1 85	2 05
Sleigh shoe steel............	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel......	0 15	0 15
Toe calk steel................	2 35	2 50
Mining cast steel....	0 07½	0 08
High speed.................	0 60	0 60
Capital tool steel............	0 50	....
Cammell Laird..................		0 16
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel..............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$32 50	32 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C, 14 x 20 base	....	$6 00
IX, 14x20 "	....	6 50
IXX, 14x20 base	....	7 50
Raven and Vulture Grades—		
I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75
"Allaway's Best"—Standard Quality.		
I C, 14 x 20 base..........	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 25

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	6 75

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 55	3 85
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, 1c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks....................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass....	0 10	0 09¾
" yellow brass	0 08	0 08¾
Light brass.................	0 06½	0 06¾
Tea lead	0 02½	0 02½
Heavy lead.................	0 02¾	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 50	14 00
Stove plate................	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers....	0 07½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p c; Jenkin disc and quick opening hot water radiator valves, 7½ p.c
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged 62½ and 10 p c.
Kerr N P. Union elbows, 75 p.c.
Kerr "Radium" valve disc, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " " ......"	1 65
No 7 Fuller " " ...."	2 00
No. 4½, " ...."	2 00
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each................	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC

Bath tubs, 5 feet 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30 $7 85
Flat rim sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.
Low down closet combinations, $14.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch........	2 03	¼ inch........	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 16	¾ "	4 31
1 "	4 54	1 "	6 19
1¼ "	6 19	1¼ "	8 44
1½ "	7 43	1½ "	10 13
2 "	9 90	2 "	13 50
2½ "	15 81	2½ "	21 56
3 "	20 76	3 "	28 31
3½ "	26 13	3½ "	35 63
4 "	29 70	4 "	40 51

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 70; standard bushings, 70; headers, 70; flanged unions 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb......	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping......................	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked......................	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead...........	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 0[illegible]
Chrome yellow "	....	0 16
Golden ochre "	....	0 10
French " "	....	0 08
Chrome green "	....	0 09
French permanent green"	....	0 13
Signwriters' black "	....	0 15
Marine black, 25 lb. irons..........		0 04½

GLUE.

Domestic sheet, in barrels....	0 0[illegible]
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums.........	0 17½

PIGMENTS.

Orange Mineral, casks	0 08
" 100-lb. kegs........	0 08

THE STEEL IS THE POINT THAT TALLIES

The "Pyramid" Razor is made of the celebrated Sheffield steel. It sells at $2.00, and is a razor on which you can afford to specialize. Hollow ground, thoroughly tempered and keen edged, it will invariably please your patrons. Try it and see. Sold by leading Canadian jobbers.

MANUFACTURED SOLELY BY

Nixon & Winterbottom, Limited, at Sheffield, England

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70 0 90
" " 5 gal. tins	0 65 0 85
Sherwin-Williams paints, qt tins	1 60
Canada Paint Co.'s pure, qt tins	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson s "English"	1 55
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 16½
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 65 0 65
Linseed Oil, raw	0 64 0 64
" " boiled	0 67 0 67

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 35
Decorators' Pure	5 85	6 10
No. 1 Canadian	5 50	5 75
Munro's Select Flake White	6 10	6 35
Elephant Genuine	6 10	6 35
Tiger Pure	5 75	5 85
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 75	7 00
" Anchor," pure	5 65	5 90
Ramsay's Pure Lead	5 65	6 00
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		6 00
Robertson's C.P., lead	5 60	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 50
Genuine, 100 lb. kegs. "	5 00 5 00
No. 1, casks, per 100 lbs.	4 00 4 00
No. 1, kegs, per 100 lbs	4 50 4 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
" union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 00
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 0

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 85
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Jollette), 25 lb.	0 40
Tarred Felt, 7 oz, 50 lbs	1 85
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60", per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, bris., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Cans, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 70 1 75
Belgium	1 80 1 90
White Bros. English	2 00 2 0
" Lafarge " cement in wood	3 40
" Iron Clad " cotton	2 10
Iron Clad " paper	2 15
wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—	
under 12 in. per 100 lb.	4 25
over 12 in. "	3 25

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—	
½ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 50 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sections, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 2 lbs	0 95

SASH CORD.

No 12, per lb	0 27

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	0 13

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50 14 00
Plain ship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz	8 00 9 00
Double bit, "	9 00 11 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	4 50 6 85

BITS.

Ford's auger bits 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 53

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p c. Jowitt's, English list, 27½ per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

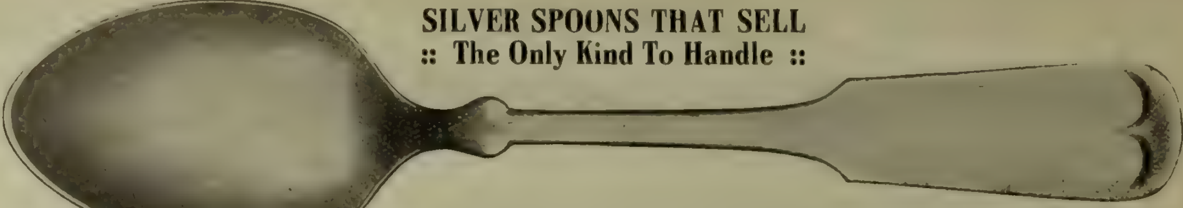
Tack, iron, oz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 2

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round 5 inch. per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $5 dozen
Picks, 17 cents per lb.
Pick handles, $1.35 dozen.
Prospectors' hammers, 20 cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.



SILVER SPOONS THAT SELL
:: The Only Kind To Handle ::

This is one of our electro silver plate, lipped pattern spoons. They come in extra plate or triple plate and are put up one dozen in a box.

ORDER FROM YOUR JOBBER

THE McGLASHAN CLARKE CO., Limited, Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont. DAVID PHIILP, 291 Portage Avenue, Winnipeg, Man.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAWS.

Atkins, hand and crosscut. 25 per cent.
Disston's Hand, discount 15 per cent

Spear & Jackson's saws—Hand or rip 23 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

adian discount, 40 p c.

SCREW DRIVERS.

Sargent's ... per doz.	0 65	1 00
North Bros., No. 30 .. per doz.	....	16 80

SHOVELS AND SPADES.

Canadian. No. 1 and 2 grade, 50 p.c; No. 3 and 4 grade, 45 p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal. ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft, each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822. 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	...	50
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
vereign	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch ... per gross	9 00
" " ½ " "	10 00
" " ⅝ " "	12 00
Leather, 1-inch ... per doz.	4 00
Leather, 1¼ " "	5 20
Web "	2 45

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31
Niagara Spray Nozzles, doz	8 30

Less 5 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel. 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11¼
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's	....	0 13½
Berg's, per lb.	....	0 12½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
C ewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4. $5.25; Special countersunk steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6 00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c.
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ... per doz. 5 00
" iron ... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c,

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring, 40c.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and
Hutton's "Cross Arrow" flatware, 42½ "Singalese" and "Alaska" Nevada ver flatware, 42 p c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40 pruning, 70.
Seymour's, 50 and 10 per cent.

CLAUSS FETLOCK SHEARS

Hand forged from finest steel and welded on a perfect steel forging. Positively guaranteed and if not satisfactory, exchangeable.

MERCHANTS, WRITE FOR CATALOGUE WITH TRADE DISCOUNT.

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.
Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper. No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.
Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.
Common, cork-lined, 35 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.
Milk cans an 1 pails, 40 p.c.
Hand delivery and creamery cans, 40 p c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast...per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00
Japanning, 50c. per doz. extra.	
Prism globes, per doz., $1.20.	

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE
Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

PIECED WARE.
Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinued, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7	50
Eureka tinned steel, hooks	8	00

SHEET IRON WARES
Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS
Lithographed, 60 and 10

OIL STOVES AND OVENS
Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7	00
7 inch " "	7	50
Nestable, discount 45 per cent.		

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1	22
7-inch "	1	35
Polished, 15c per dozen extra.		
Thimbles, 70 p c.		

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain and retinned, 75 and 12½

WIRE

ANNEALED CUT HAY BAILING WIRE.
No. 10, $3.50; No. 11, $3.9 ; No. 12 and 13, $4; No. 13½ $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra ; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.
High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.
Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.
Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.50 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.
$2.25 base f.o.b., Montreal.

GALVANIZED WIRE.
From stock, f.o.b. Montreal — 100 lb Nos. 4 and 5, $2.75 ; 6, 7, 8, $2.70 ; 9, $2 25 ; 10, $2.75 ; 11, $2.80 ; 12, $2.40 ; 13, $2.50 ; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.30; No. 10 gauge, 5c extra ; No. 11 gauge, 10c. extra ; No. 12 gauge, 20c. extra ; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra ; No. 15 gauge, 55c. extra ; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85
F.O.B. Montreal.		
Galvanized barb, f.o.b. Montreal $2.65 for a mill lots and $2.55 for carlots.		
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.		

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2	75
Plain	2	50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13 ; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot ; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style.....per doz.	8 10

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz	73 75
Square "	77 80
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS.

Royal Canadian, 11 in.. doz	42 25
Improved Royal Canadian, 11 in	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in	45 75
Ottawa, 3 year, 11 in	52 00
Favorite 5 year, 1 in	53 00

20 per cent.

MISCELLANEOUS

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.
Berg's wing pump, 75 per cent.

ROPE AND TWINE

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger...0 21	0 22
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet..... "	0 80
" " 72 feet..... "	0 95

Twine.

Bag, Russian twine, per lb.		27
Wrapping, cotton, 3-ply	0	35
" 4-ply	0	29
Mattress twine per lb.	0 32	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales. 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 47; Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 43
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb.	"		24 00
200 lb. and over			60 00

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Babbitt Metal.
Canada Metal Co., Toronto
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
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Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Baskets
Oakville Basket Co., Oakville, Ont.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Blacksmiths' Supplies
Star Mfg. Co., Carpentersville, Ill., U.S.A.

Boilers and Radiators
Pease Foundry Co., Toronto
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Bolts.
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Brass Goods.
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Penberthy Injector Co., Windsor, Ont.
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Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Brushes
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Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Hanson-Tilley, J. H., Co., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co. Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
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Cans.
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Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Joyce, F., & Co., London, England

Cattle and Trace Chain
Greening, B., Wire Co., Hamilton
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clothes Pulleys
The U. S Rollston Hardware Specialty Co., Vancouver, B.C.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
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Corrugated Iron
The Galt Art Metal Co., Galt, Ont.

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls, Ont.

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cultivators
Bailey Underwood Co., Ltd., New Glasgow, N.S.

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Decatur Bull, Montreal
Dorken Bros. & Co., Montreal.
Frothingham & Workman Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Door Checks
Le Page Door Check Mfg. Co, Toronto

Electric Dry Batteries
Electrical Specialties, Ltd., Toronto

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson, Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montre
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Hassall, Jno., 183 Lafayette St., New York.
Montreal Rolling Mills, Montreal.

Feather Dusters
Nelson, H. W. & Co., Ltd., Toronto

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.
Watson, Jack & Co., Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Fire Pots, Torches, &c.
Otto Bernz, Newark, N.J.

Food Choppers
Enterprise Mfg. Co., Philadelphia, Pa
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
Brandon Machine and Furnace Works, Brandon, Man.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Galvanized Iron
John Lysaght, Ltd, Bristol, Newport and Montreal

Glass Ornamental
Toronto Plate Glass Importing Co Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.

Glue.
Grove Chemical Co., Appley Bridge, Eng

Hammocks
Dominion Hammock Mfg. Co., Dunnville Ont
Nelson, H. W., & Co., Ltd., Toronto
The I. E. Palmer Co., Middletown, Conn

Handles
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont.

Harvest Tools.
Ross Bros., Edmonton, Alta.

Hinges
Canada Steel Goods Co, Hamilton.
Soss Invisible Hinge Co., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salverda, E. B., Preston, Ont.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Howarth, James, & Sons, Ltd., Sheffield, Eng.
Simonds Mfg. Co., Fitchburg Mass.

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Montreal Rolling Mills Co., Montreal.

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The Time Saving Coupler Co, Toronto

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North Bros. Mfg Co., Philadelphia

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Smith Hardware Co., Montreal

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Morrison, Jas., Brass Mfg. Co., Toronto
Penberthy Injector Co., Windsor, Ont.

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Montreal Rolling Mills, Montreal.

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McDougall, R., Co., Galt, Ont.

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Wilckes, Martin & Wilckes, New York

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Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

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Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

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Peterborough Lock Mfg. Co., Peterborough, Ont.

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Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke. Ont.

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Wm F Heise, Chicago

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Gibb, Alexander, Montreal.
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Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
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Maple City Mfg Co., Monmouth, Ill.

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Canadian Hart Wheels, Hamilton, Ont

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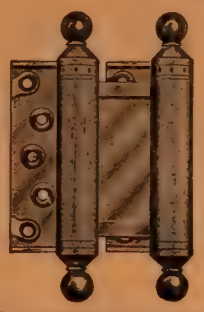

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TRADE CSB CO MARK

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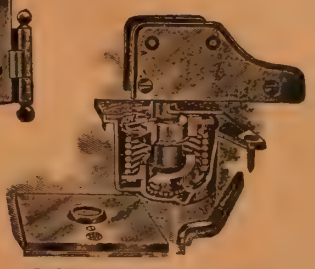

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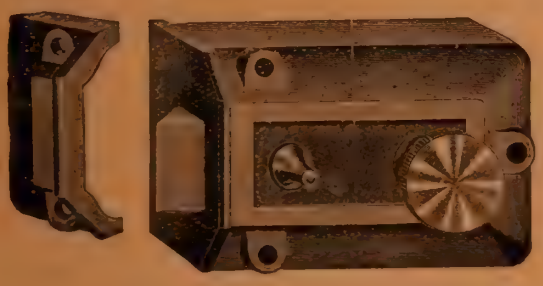

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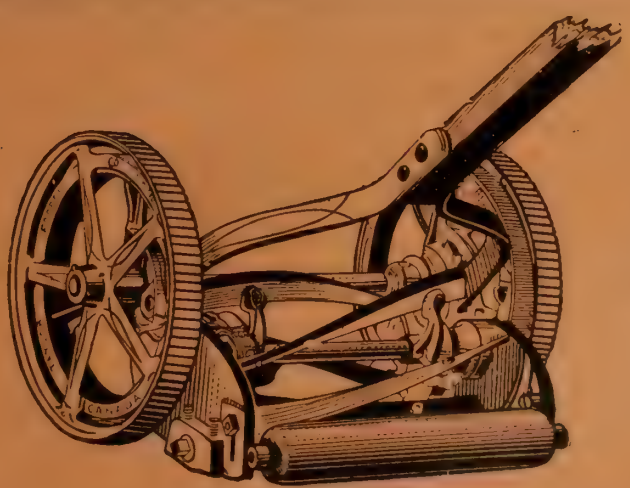

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is a simple device which fits any pail without fastening and **presses the mop very dry** by a **gentle pressure** on the lever.

Every home needs one. Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

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Order from your jobber or from us.

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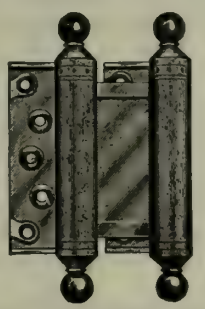
TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

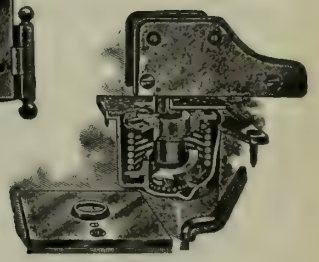
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK

TRADE CSB CO MARK



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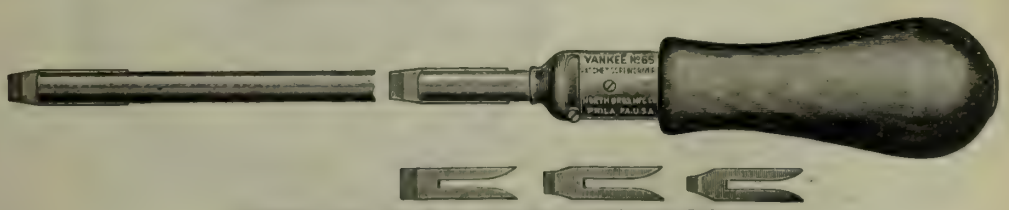

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SATISFIED CUSTOMERS

Higher quality in any article means satisfaction to the user—not only satisfaction but economy, especially in Metallic goods, and a satisfied user is a permanent customer.

Metallic for exterior uses such as Shingles and Siding must be of the very best steel—so well galvanized that it is absolutely proof against snow, rain and rust.

Our "Eastlake" Metallic Shingles are made of ***cold*** rolled steel. It is a much tougher, more wear-and-weather resisting piece of steel than the ***hot*** rolled article which is generally used. "Eastlake Shingles are proof against all tests of the weather. Roofs covered with "Eastlake" Shingles 25 years ago are in as perfect condition to-day as when they were laid.

The four-lock shingles take four times as long to lay as "Eastlake" and then are not weather-tight. Just examine them—notice how little overlap there is—only about an inch and a quarter—not enough to keep out the drifting snow and rain. Nothing less than a three-inch lap is perfectly weathertight, and the "Eastlake" is the ***only*** shingle that has that much.

So why experiment with your customers?—give them a shingle that is, and has proven itself to be, the best on the market .You will find all our goods of the same high quality and manufacture.

We manufacture Artistic Metallic Ceilings and Walls—Steel Siding—Lath—Cornices—Skylights—Ventilators—Finials—Eavetrough—Conductor Pipe—Corrugated Iron—Fireproof Glass Windows and Doors, and Pressed Zinc Ornaments.

"Hold your trade by satisfying your customers—it is the only road to a successful business."

—The Philosopher of Metal Town.

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For Heavy Engine Work Use

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Three Specials

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For Medium and Light Machinery Use

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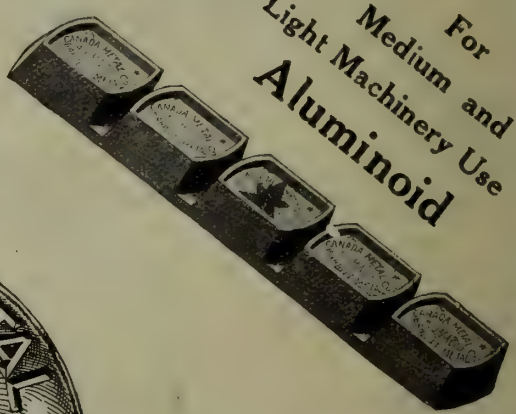

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The Result of 20 Years Experience

The Canada Metal Co., Ltd., Toronto

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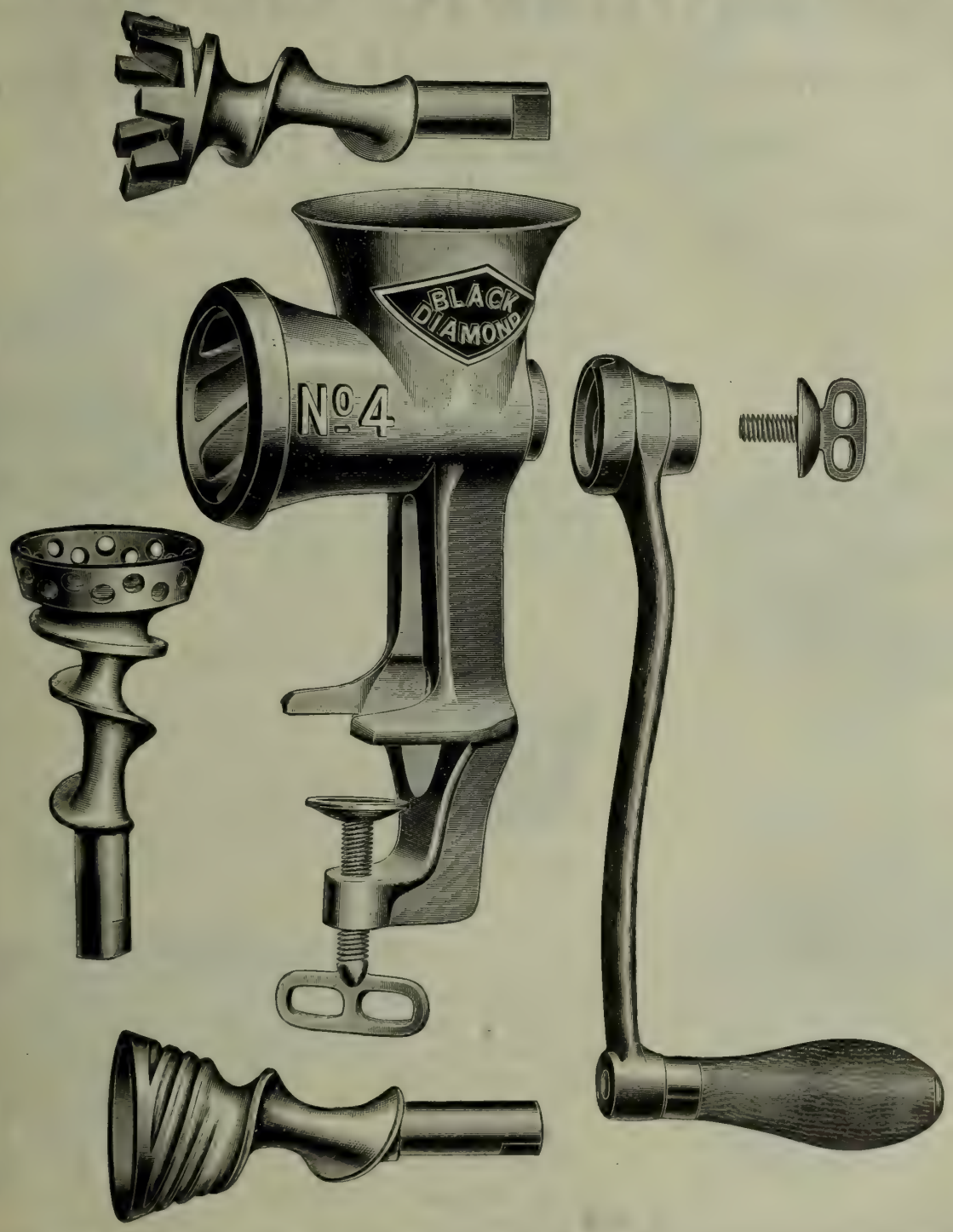
Constructed on scientific principles



The best Food and Meat Chopper ever made

If interested write for Booklet "How to Sell and Use Black Diamond Food and Meat Choppers."
Made in Four Sizes.

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EXCLUSIVE DISTRIBUTORS OF BLACK DIAMOND FOOD CHOPPERS

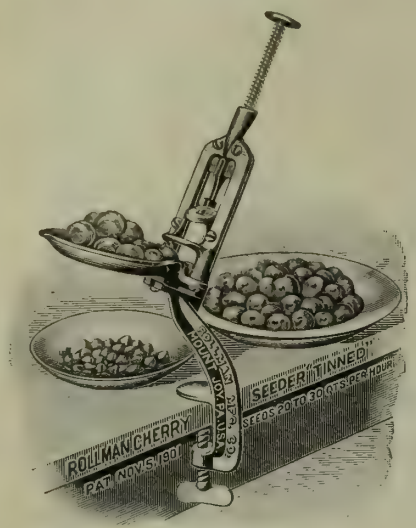
OTTAWA TORONTO **MONTREAL** CALGARY VANCOUVER

Seasonable Goods

Sell the Best — Make Large Profits

Goods that are in Great Demand

For Family Use. — Good Money Makers



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CHERRY SEEDERS

"Enterprise"
adjustable for large or small cherries.

"Rollman"
seeds fresh or canned cherries,
Twenty to thirty quarts per hour.

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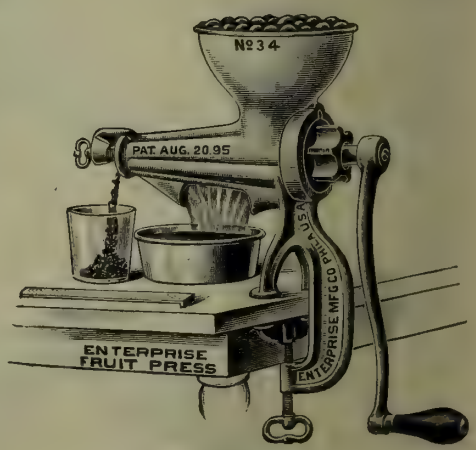
CHERRY SEEDERS

MASLIN KETTLES
Sizes 4 to 24 Quarts.

"QUICK AND EASY"
FRUIT AND MEAT PRESS

"Enterprise" No. 34
Best Machine on the market for making wine and jellies.
Capacity, one quart.

"Quick and Easy"
For all kinds of fruit and meat.



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Large Stock. **Ask our travellers about these lines.** **Prompt Shipments**

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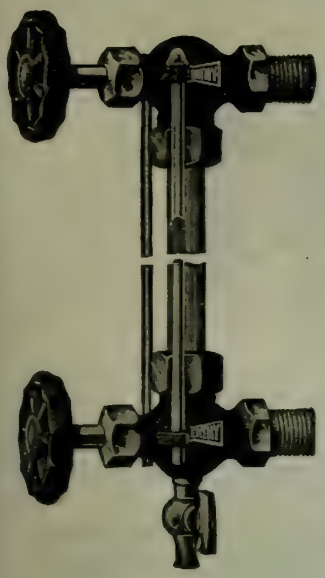
F.&W. **Montreal** : : : : : **Canada** F.&W.



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ASHCROFT STEAM GAUGES
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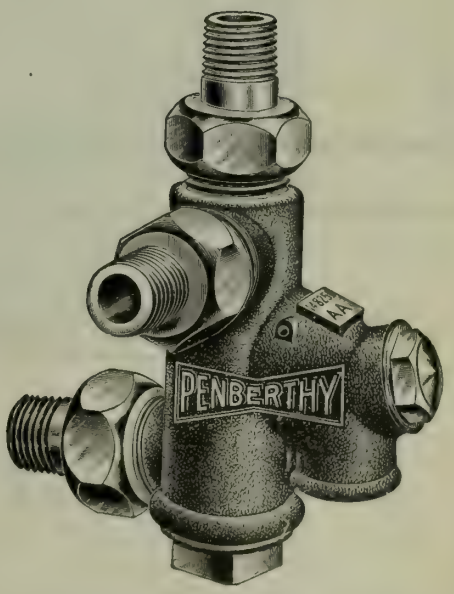
For their Simplicity and utmost Efficiency.
Each Machine is carefully tested before leaving factory.



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Are Perfect Restarting Automatic Machines.

IMPROVED EJECTOR, SYPHON, OR STEAM JET PUMP

Lifts 22 to 25 ft. Elevates 50 to 75 ft.

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Caverhill Learmont & Co.

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LOOK OUT!

¶ Live business men should always be on the look-out for new lines which are going to take on, because by not carrying them they lose trade and reputation.

¶ We recommend them, therefore, to be quickly on the trail of our new No. 23 Handsaw, which has already met with great favour, partly because men wanted a straight back to compare in quality with our 87 and 87A, and partly because we have hit on a mighty good thing in our new alloy saw steel.

¶ There's "just a little something" in it which makes the difference your customers will notice.

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Every Hardware Man should have
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We are the manufacturers

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Weatherproof Roofing

Is Pointed Out as Superior

A ready roofing whose composition is based upon the very best heavy wool felt, thoroughly impregnated with the highest grade pure asphalt. The felt is then covered on both sides with a heavy asphalt mastic cement, and surfaced with powdered soaptone, making it practically fireproof against sparks, etc. Easily laid; clean to handle; can be used on steep, flat, or over old shingle roofs.

A PERMANENT ROOFING for ANY BUILDING

In three plys with cement and special nails inside the roll. 1 ply (weight 35 lbs.) per square, 2 ply (weight 45 lbs.) per square, 3 ply (weight 55 lbs.) per square. Rolls contain one or two squares as required.

H. S. HOWLAND, SONS & CO.
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WE SHIP PROMPTLY
OUR PRICES ARE RIGHT

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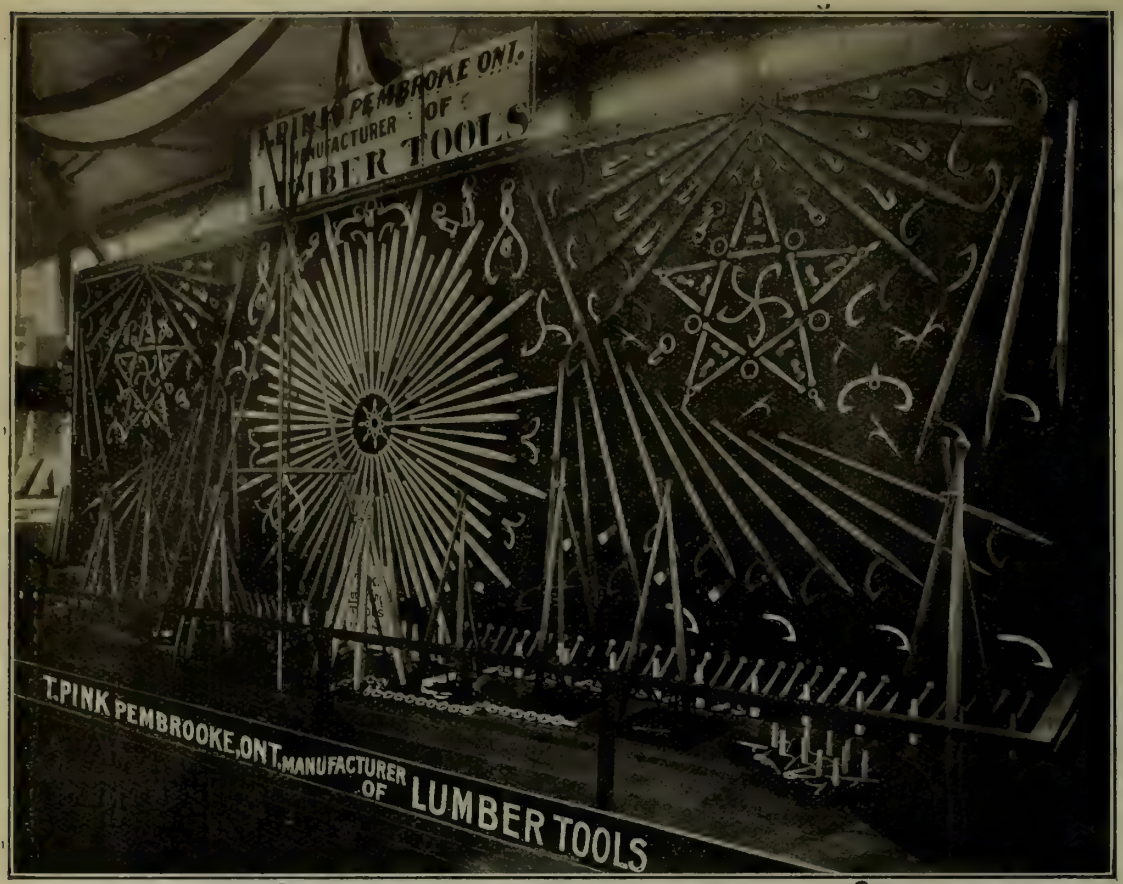
GRAHAM NAILS ARE
THE BEST



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The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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Blue Print Patterns

For Sheet Metal Work

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Made in two sets.

SET A—Comprising 80 patterns, developed on a sheet of 24x68 inches, sizes ranging from 1 to 20 inches, in two, three, four and five pieces. Price, $1.50

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SETS A and B together, 160 patterns, with chart showing all the angles and degrees of same. Price - - $3.00

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FOR
Sheet Metal Workers

By Wm. Neubecker

This new exhaustive book gives in detail examples in computing the circumferences, areas and capacities for various shapes arising ordinarily in shops, including the areas of heating and ventilating pipes making them equal to those of pipes of other profiles. All the rules and tables are fully explained and easily understood.

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Hardware and Metal

Horse Shoes

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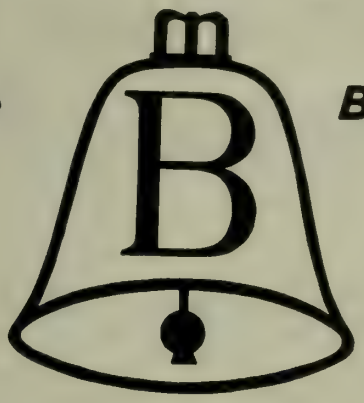

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We have a new catalogue of new and handsome designs and a new departure in prices that secures orders. Now is the time for business. Write for particulars and terms to dealers

DENNIS WIRE AND IRON WORKS CO., LIMITED
LONDON, ONTARIO

Martin's Store Ladder
Low Down High

For all merchants that carry merchandise on shelves enquire of E. R. CASE, Toronto

A Few Testimonials

Rockford, Ill., May 27, 1908.

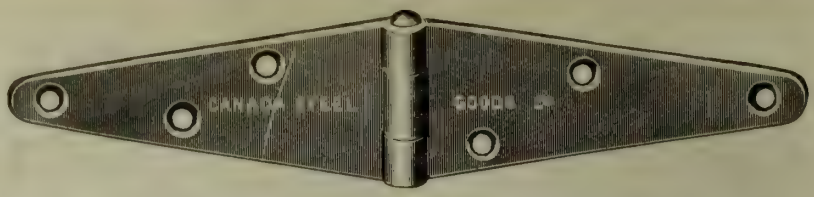
Mr. S. B. Martin, Dalton, Ohio,
Dear Sir,—Ladder is very satisfactory—the new track holds up and were we fitting a "string of stores" we should place your ladder in each one of them.
Very truly,
Hunter Hardware Co.

Toronto, Ont., Sept. 28, 1908.

Mr. S. B. Martin, Dalton, O.
Dear Sir,—We are well pleased with the "Low-Down-High" Ladder you installed in our warehouse some weeks ago. We find same works very easily and smoothly and makes the work of filling orders from the shelves a very easy matter compared with the old style of ladders. We will be glad to receive quotations for Ladders for other parts of the Warehouse.
Yours truly, T. Woodbridge & Co.

Crescent Brand

Registered



IMPORTANT ANNOUNCEMENT

There is a gradual rise taking place in the value of all commodities.

Deliveries of raw material are not so prompt as they have been.

Good buyers seem to have come to the conclusion that it is good business to anticipate their wants some time into the future.

Authorities have recently expressed their opinion that the balance of this year and next year will be the busiest in the history of Canada.

Only a short time ago it was necessary for buyers to look ahead and anticipate their wants for six months.

PRICES TO-DAY ARE AT THE BOTTOM

There will be a wonderful revival in most all lines of business — none more so than in Steel and Iron Hardware.

We have backed up our belief in an increasing business by building large additions to our plant, installing modern machinery, making large purchases of raw material, and recommend that our **customers buy promptly and liberally** to insure prompt delivery when the rush season opens.

Of course you will want the best; so order Hinges, Butts, Plated Butts, Brackets, etc., etc., from us.

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, ONTARIO

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

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SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

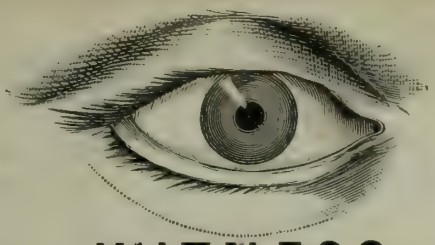
Fitchburg, Mass.

Branches Throughout The United States

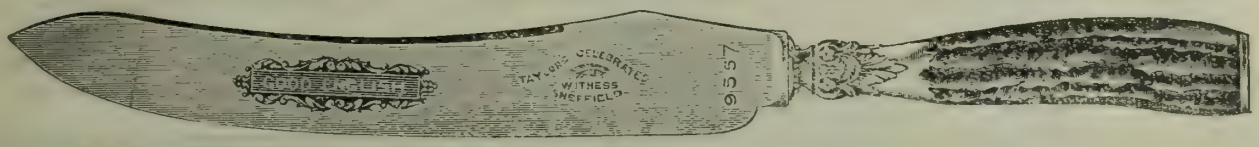
SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

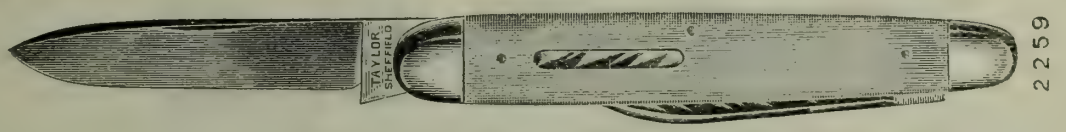
Taylor's Cutlery



WITNESS



KEEPS THE EDGE



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OUR NEW CATALOGUE

No. 71

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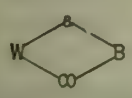

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TRADE MARK

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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

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if you have not done so, or if your old one is tattered, faded and out-of-date. Get the

IMPROVED BARTLETT PULLEY AWNING

Operating ropes on top, lighter to pull up, fits closer to the building and has less surface exposed to the weather, Send size for estimates, which we cheerfully furnish. You will be surprised at the low cost.

WM. BARTLETT & SON,
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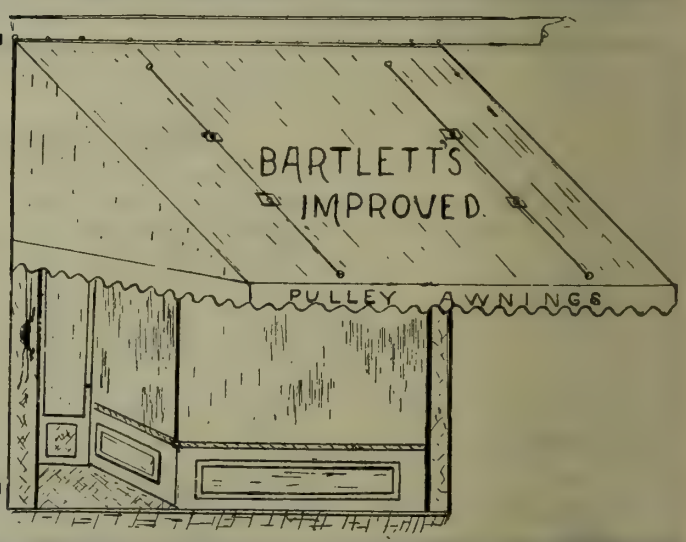

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Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

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Ordinary Long Barbed Wire is DANGEROUS
Many valuable cattle have been ruined
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"IGEL" Short Barbed Wire is NOT DANGEROUS, quite as effective, and Cheaper.

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For Particulars apply to Watson Jack & Company, Montreal.

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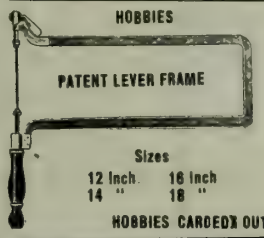
HOBBIES LIMITED are the only manufacturers of Fretsaw Blades Hand Frames and Fret-cutting Machines in the United Kingdom. Lists and terms will be sent on application.



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12 Inch 16 Inch
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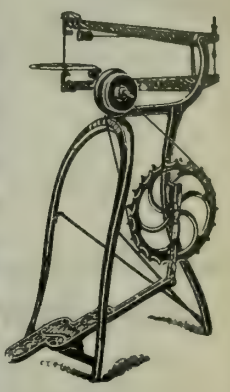

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This is the cheapest Fret-cutting Machine in the world. Many other Fretsaws are manufactured by HOBBIES LIMITED.

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New Beaver Oil Stone

This stone has been tested by experts in Canada and United States and pronounced by them to be the equal of anything on the market. This is the first time a stone of this kind has been made in Canada and as the price is right, it will pay the trade throughout the Dominion to investigate.

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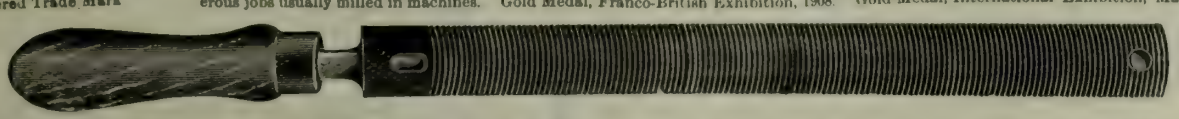
A substitute for Files which is revolutionizing File Work. A great cost reducer; a simple and radical improvement on the ordinary style of hand files; it cuts from 300 to 500 p.c. faster than an ordinary file; it is self cleaning; it can be sharpened four times; it cuts equally well all metals, also wood and marble; its cutting edge outlasts from five to ten ordinary files; although practically a rasp, it leaves the surface smooth N.B.—The Dreadnought is adaptable to every job in which ordinary files can be used, expediting the work and doing it better, and for numerous jobs usually milled in machines. Gold Medal, Franco-British Exhibition, 1908. Gold Medal, International Exhibition, Madrid, 1907.



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Compressed-Air Automatic

Best hand-sprayer made. An absolute necessity for every farm and garden; will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs, applying cold-water paint, whitewash, etc. Saves time, labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements on 1909 Model.

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METAL WOOD TONIC **POLISHES**

Represent the highest standard of polishing efficiency.

They are money makers for YOU.

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Manufacturers of

FERRONA PIG IRON

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Every Hardwareman Knows

The Corporations and Firms Mentioned Below All of Whom Are Users of the Empire Light

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An agency for the Empire Light is worth securing. Write to-day.

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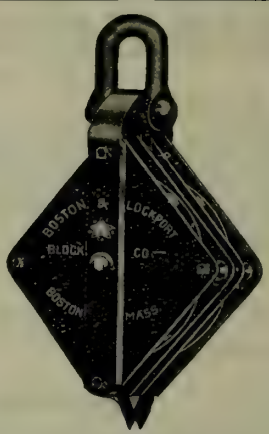

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Excello Power Washer

The "EXCELLO" will wash for you.

CITY WATER runs it while you rinse and hang out.

EXCELLO POWER WASHER

IT saves your time and strength so that you can iron the same day. Pays for itself many times over by its saving on the clothes.

The "EXCELLO" will turn out your washing with less labor, in less time and in better condition than is possible any other way.

The "EXCELLO" MOTOR IS placed exactly CENTRAL over LOAD, a result we secure by the novel construction of our device; the cylinder moves instead of the piston, which is the reverse motion commonly used on all motors.

We will furnish MOTOR with all connections separate from tub to those who own HAND POWER machines.

TRY US OUT.

Write for Booklet and Prices.

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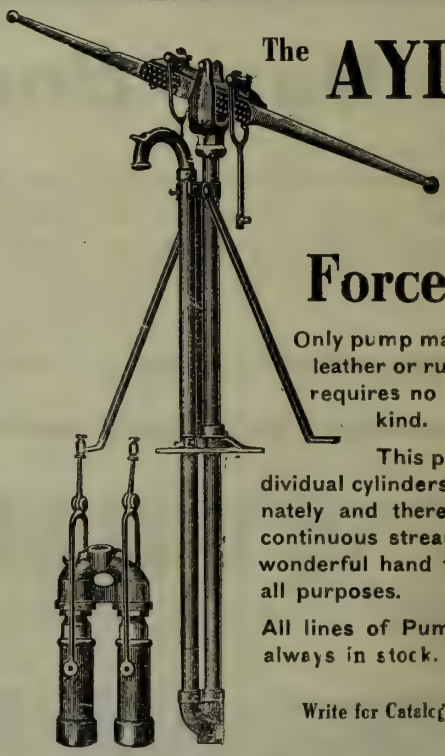

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Double Cylinder Double Acting Hand

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Only pump made that has no leather or rubber valves and requires no packing of any kind.

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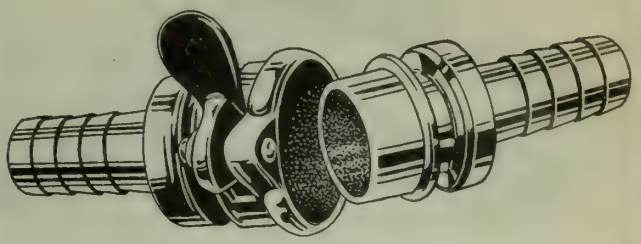

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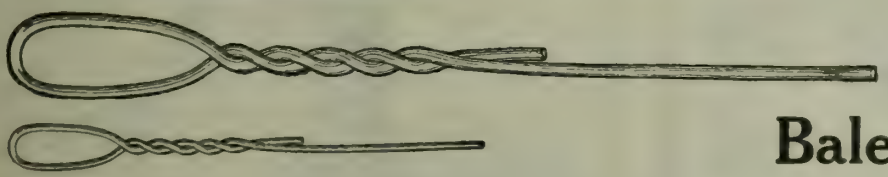

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Prices on Sleighs are now Very Attractive

STRIKE WHILE THE IRON IS HOT

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See what our travellers have to offer or write us direct.

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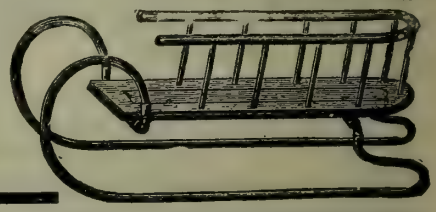

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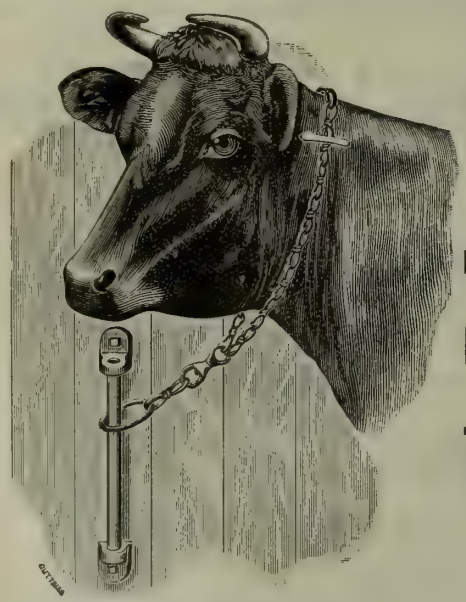

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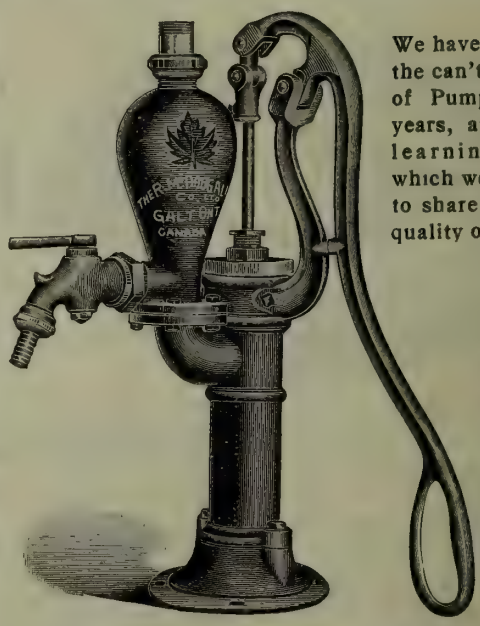

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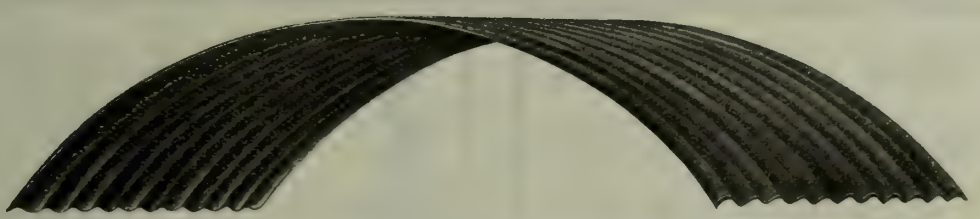

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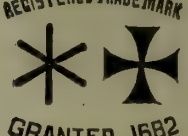

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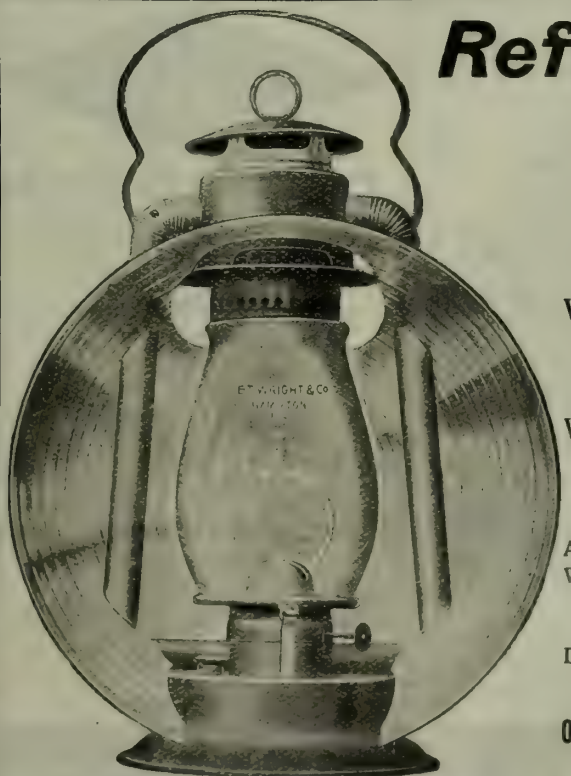

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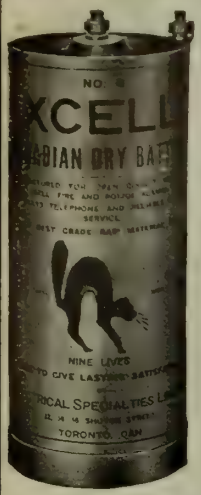

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They certainly show NINE LIVES.

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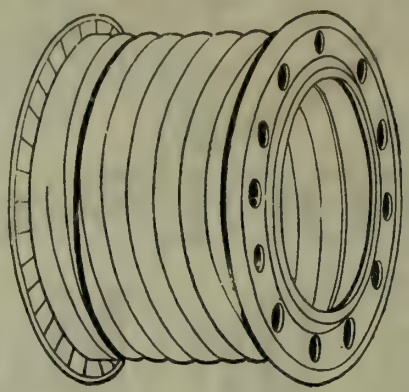

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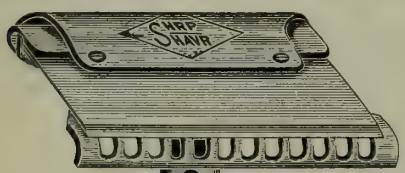

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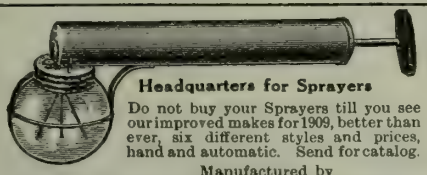

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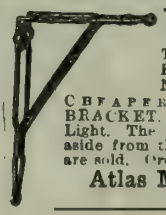

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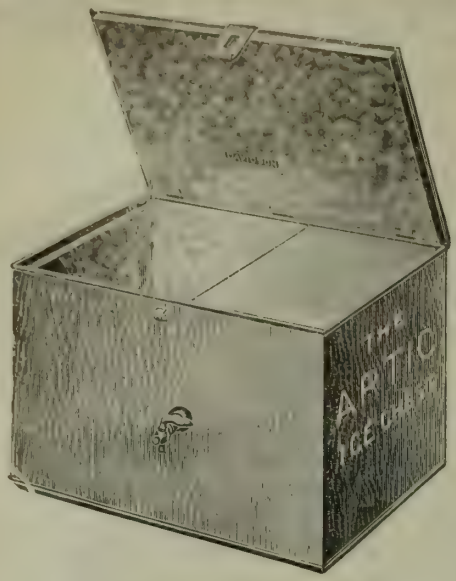

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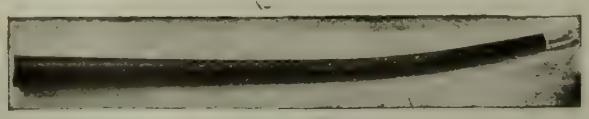

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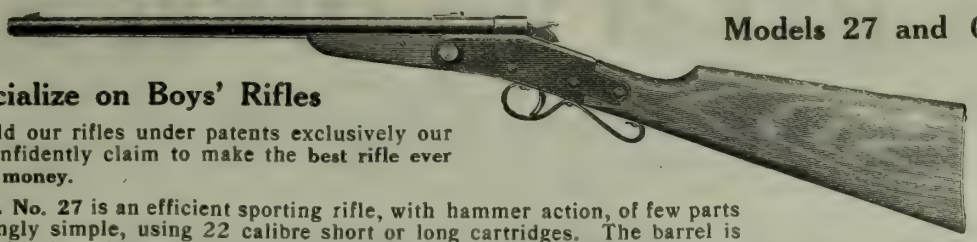

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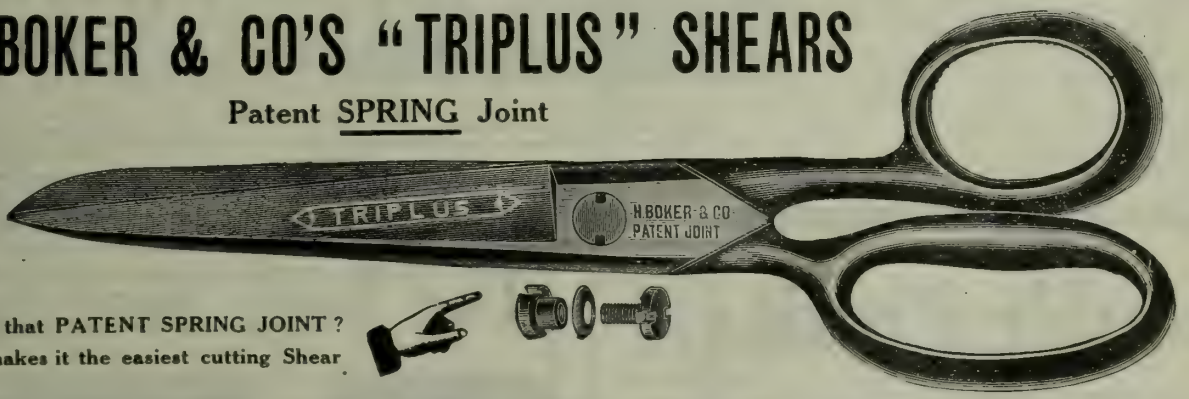
Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

THE NEWEST THING ON THE MARKET!

H. BOKER & CO'S "TRIPLUS" SHEARS

Patent SPRING Joint



See that PATENT SPRING JOINT ?
It makes it the easiest cutting Shear

These Patent Spring Joint Shears are adjusted to give the cutters an absolutely even pressure, which will make them last longer than three regular style shears of the same grade. A trial will convince you.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them ?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

GET IN EARLY ON THIS SUPREME SELLER!

The Chatham Jewel Fireless Cooker is of striking value in this climate of intensely hot summers.

We refer to that latest boon of the domestic scientist—Fireless Cookery—as best exemplified in the Chatham Jewel Fireless Cooker—the "Aluminum Gem." This invention, originally of German origin, has been radically improved upon by the Manson Campbell Co., of Chatham, and presents a perfect solution of the cooking problem. Mr. Dealer—it has a future before it as great as the cook-stove or the sewing machine! Study this message carefully. Your store will grow by our advertising.

The Chatham Jewel Fireless Cooker heightens food's value 50% and cuts fuel bills in two.

Here are the Selling Points.

Chatham Fireless Cookers are made in different sizes and with variants in the application of the guiding principle which is: cooking without a flame, by Scientific Retention of Heat. It is an over and over proven fact, that food once heated to the necessary degree cannot be wisely heated beyond that point nor is continuous application of that heat necessary if the first modicum of heat can but be preserved. It is also universally known that food cooked in the ordinary way loses as much as 50 % of its nutritive value through escaping steam and vapours. The Chatham Fireless Cookers, with their hermetically-sealable, perfectly sanitary Aluminum cooking utensils, solve both these problems absolutely, definitely, and can be sold under our iron-clad guarantee that they will do everything claimed for them. That means that every experimental stage is passed. Be sure of that!

Shows the Chatham Jewel Fireless Cooker, the most perfect cooker yet devised.

Where Dealer Scores.

Figure it out for yourself. The Chatham Fireless Cookers are a proven success. The margin in them is generous. The market is as wide as the and itself. Just summarize their good points thus: (1) They lower General Kitchen cost for fuel 50 %, and save 75 % to 80 % of fuel actually used in the cooking. (2) Once the food is placed in the Chatham it releases the housewife of all care or concern. It does its own cooking. Does away with the Kitchen Help problem. (3) Insures a hot meal and a cool kitchen. It throws off no heat. (4) Foods cooked in the Chatham Fireless Cookers are 75 % better flavoured for the meats, vegetables, etc., are cooked right in their own goodness. Be first in your section with this last and greatest boon to women kind—investigate the Chatham Fireless Cooking proposition.

Send To-day for Our Special Proposition.

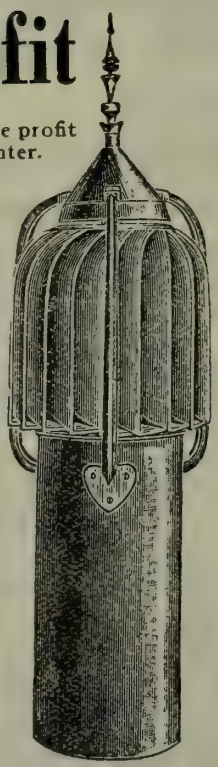
The Manson Campbell Co., Chatham, Ont.

Every Home in Your Town Wants One.

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter. We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



J. W. Harris Rotary Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, Dec. 2, 1905

J. W. Harris Mfg. Co., Ltd.,
Montreal

Dear Sirs,--

We have been using several of your "J W. Harris Rotary Ventilators" for the past five years, and we are glad to say that they work very well and answer to all the purposes for which we have bought them.

They have always given satisfaction.

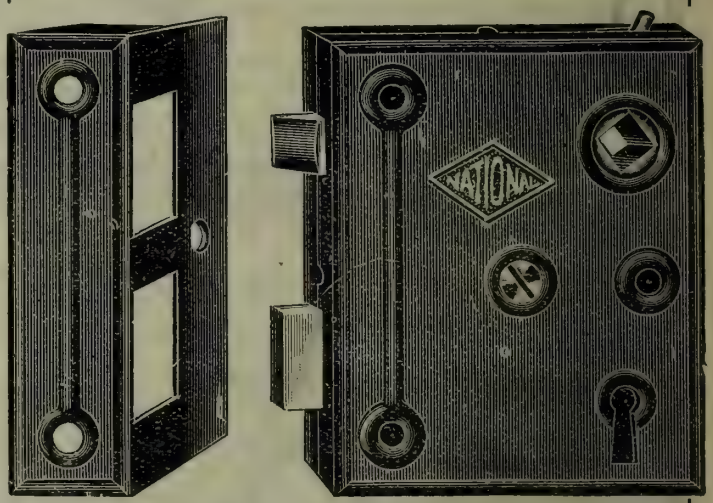
Yours truly,
H. GODIN, General Manager.
—*La Presse.*

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers
Montreal

The Lock that Lasts



Steel Rimmed Locks

made in Canada are the kind that all far-seeing hardware dealers handle. They know their strength and value. Do you carry the National Brand?

Your Jobber can supply you.

NATIONAL HARDWARE CO., LIMITED
ORILLIA ONTARIO CANADA

Atkins Silver Steel

Segment Ground

Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis.

CONGO ROOFING

Guaranteed By a Surety Bond

TO CONVINCE the public that 3-ply Congo Roofing will really last *ten years*, we furnish with every roll a bond of the National Surety Company backing up our guarantee.

THIS BOND gives you absolute certainty that our promise will be made good.

WE DON'T CONSIDER that the bond is necessary, but it serves to show how firmly we believe in the *durability* of our product.

ANY MANUFACTURER could say as we do, that his roofing will last ten years, but we show that we mean business when we *back up* the guarantee with a genuine Surety Bond.

THE ONLY THING for us to do under these circumstances is to make a roofing which will stand the test, and outlive the guarantee period.

That is what Congo will do.

OTHERWISE, we could not afford to bind ourselves over to a Surety Co., and thus insure the thousands of Congo roofs which are being laid every year all over the country.

FREE SAMPLE

WE SHOULD BE GLAD to send you a copy of the bond without charge. We will also send you at the same time a sample of Congo, so that you will see the reason for our confidence.

UNITED ROOFING AND MANUFACTURING CO.

PHILADELPHIA, PA.

Successor to BUCHANAN-FOSTER CO.

H. S. Howland, Sons & Co., Toronto; Starke-Seybold Co., Ltd., Montreal; Mechanics Supply Co., Quebec; S. Hayward Co., St. John, N.B.; Geo. E. Smith & Co., Halifax, N.S.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.

Cuspidors

We make an extensive range in polished brass and nickel plated.

Here is one of our representative lines that is extra heavy and self-righting. The height is 9⅜ inches and the diameter 8⅞ inches. It is a good seller.

Send for our Complete Catalogue

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:

H. F. McIntosh & Co., 51 Yonge St., Toronto

"Brantford" "Roofing"

is made in four styles

Brantford "Asphalt"—Pure wool felt, with asphalt saturation and silicia sand finish. 3 weights.

Brantford "Crystal"—A real no paint roofing. Big seller. One weight only—heavy.

Brantford "Rubber"—A smooth, tough, durable roofing. 3 weights.

"Mohawk"—An excellent roofing at a popular price.

Dealers' catalog and samples mailed free on request.

Brantford Roofing Co., Limited

Brantford - Canada

Montreal Branch: 300 St. James St., Montreal, Que.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

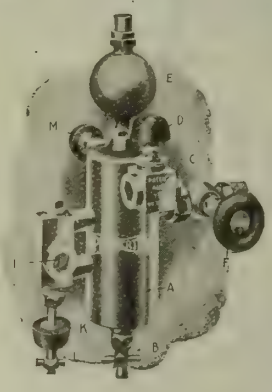
¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



PUT IN AN ORDER
FOR THE
PENBERTHY LUBRICATOR

YOU CAN MAKE
MORE PROFIT AND
SATISFY MORE CUSTOMERS

The Penberthy has features that other makes do not have. Order a sample.

Stock from your jobber to-day.

THEY ALWAYS SELL.

MANUFACTURED BY

PENBERTHY INJECTOR CO.
LIMITED
WINDSOR - - - - - - - - - ONTARIO

Bone Cutters

This is a favorite size. We make other sizes, from

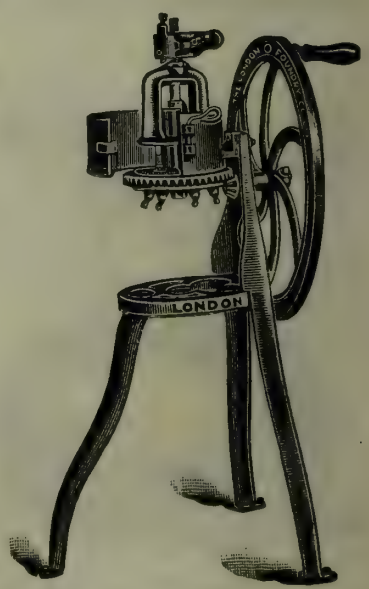
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.



Send at once for catalogue and prices

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Dealers are Not Mules

H. M. Montgomery in Printer's Ink.

I THINK the trade papers are going through the same evolution that magazines went through years ago—educating advertisers to see the business value of spending time and thought talking to readers.

Dealers are not a lot of mules, as some advertisers seem to think. They are alive to good, new merchandise, and it is merely a business-like deference to their intelligence to advertise to them first. After distribution has been fairly well established, then the campaign to consumers will both move the goods faster and help to stock in other dealers.

The trade paper advertising makes it a safer risk for the jobbers to take hold, and thus the new product is skidded along to success in quick, safe grooves without the bumps that are frequently given to new products by over-enthusiastic but premature advertising.

I have known of manufacturers being spoiled for all time as advertisers by the unintelligent persuasions of some advertising agent whose lack of knowledge of merchandising conditions made him incapable of comprehending the costliness of his impracticable advice to jump into a campaign to the public the very next month.

One case I know of was that of a manufacturer in the textile line, who had practically decided to spend a large sum advertising his goods, according to a plan laid before him by an inexperienced advertising agent.

When he told his plans to a seasoned veteran in trade-paper textile advertising, it didn't take long to point out how utterly impractical it was to begin on the consumer at once, with the season, style and distribution conditions as they were.

Naturally, when the advertising agent's plans were temporarily set aside, he was angry, and desired to warn the advertiser that, if he didn't look out, the trade papers would "hog" all his money. But in this case it is safe to say that the trade paper advertising saved that advertiser to the magazines by safely solving his dealers' and distribution problem, the lack of which was pretty certain to have spelled failure.

Probably there are trade papers which would endeavor to "hog" an advertising appropriation, but the responsible ones are not so narrow; neither are responsible advertising agents.

Headquarters for Cabinets of All Sizes and at All Prices

Ideal Wedding Presents

Stock on Hand for Immediate Delivery

R619—Union Cabinet, 29 Pieces, $12.50

All cabinets fitted with highest grade Sheffield Cutlery and Silverware.

John Round and Son, Limited

Coristine Building Montreal

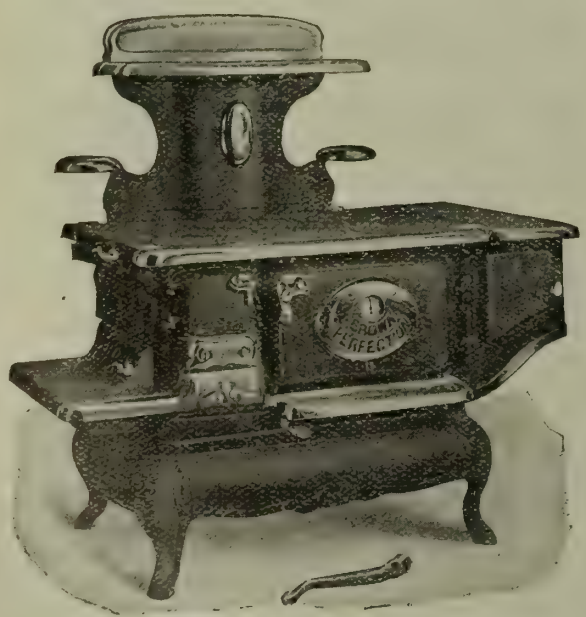
Established 1847

Factories: Sheffield, England

THE BIG TRADE WINNING LINE OF

Perfection Stoves, Ranges and Furnaces

is the most complete line on the market



Our Leading Range is

THE CROWN

A PERFECT BAKER

SEND FOR OUR NEW STOVE CATALOGUE AND PRICE LIST, IF INTERESTED

The Jas. Smart Mfg. Co., Limited :: Brockville, Ont.

The Royal Record Steel Range

has a body of **20** gauge polished steel.

The oven **18** gauge dead flat Southern Cross. : : : : : :

If you are a judge of iron this will appeal to you

The castings in this range are on a par with the other material. : :

The Top is anchor plate style and polished. Nickel trimmings, as shown in picture.

The fire box is built in two styles. One of these is interchangeable from coal to wood, and will burn wood 28 inches in length. We can tell you more talking points. : : : : : : :

Write us. *This range will sell itself.*

RECORD FOUNDRY & MACHINE CO., LIMITED

Factories: Montreal and Moncton, N.B. Sales Agencies at Toronto, Winnipeg, Calgary, Vancouver, St. John's, Nfld.

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG

DRY GOODS REVIEW

10 Front St. East

TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.

Sample copies, 25c.

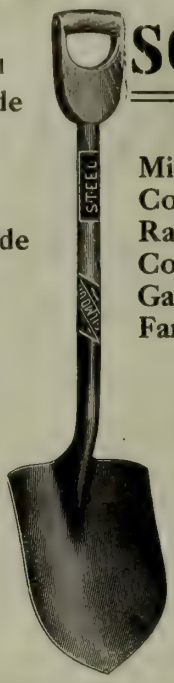
SHOVELS, SPADES and SCOOPS

"Fenerty"
Dark Green Label
1st Grade

"Brookfield"
Blue Babel
2nd Grade

"Peters"
Black Label
3rd Grade

"Gilmour"
Red Label
4th Grade



for
Miners
Contractors
Railways
Coal Trimmers
Gardeners
Farmers, etc.

Over 23 years of Satisfaction and Better Than Ever To-Day

For catalogues, etc, write

The Halifax Shovel Company, Halifax, N.S

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
Profit Figuring System.
Starting in Business.

SEND $1.00 TO-DAY, and the book will be mailed by return.

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Company

10 Front St. E., Toronto, Canada

ANOTHER GOOD ONE

The Momentum Washer

A Step Further in Washing Machine Progress

A machine that lifts washing from common drudgery to a pleasant occupation.

Easy to Start Easy to Stop
Easy to Run

Contains improvements original with us. Requires no fussy adjustments. Simply oil, and it will run easier and last for years. : : : : :

Let us show you what it can do

The combination of lever and balance wheel operating together on steel ball bearings with a natural, easy movement, equalizes and regulates the stroke at any speed you may desire. When once in motion the Momentum, acquired by balance wheel, keeps the machine going with little effort. Agitates the clothes twice as often, and does the work in half the time required by other machines. : : : :

The Dowswell Manufacturing Co., Ltd., Hamilton, Ont.

AGENTS: W. L. Haldimand & Son, Montreal
H. F. Moulden, Winnipeg

The

Connor High Speed Washer

Patented Feb. 23, 1909. *No. 116883.*

We wish to advise our customers and friends that we are manufacturing this washer under the above patent.

We notice a circular letter sent out by another Washing Machine firm which would try to lead people to believe they were the only people in Canada that had a patent on a Washing Machine.

All we wish to say is, our patent is good. Our washer is the most perfect machine yet produced. All cog gears are covered. The only machine with the foot power attachment. It makes a bigger circle with the clothes and it works about as easy with the clothes as without. The large fly wheel is under the tub and runs on double ball bearings. Our catalogue fully describes this wonderful machine. We sell only one dealer in a locality.

WRITE AT ONCE

J. H. CONNOR & SON, Limited - Ottawa

Metal Side Walls

Every public building in your town should have metal ceilings and side walls. It is our fault and yours, if they haven't. Let's get after them. Send us the names of people in your town who might be interested in sheet metal interior decorations, and we'll stir them up in your behalf.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

HEAT THOSE IRONS

WITH A B.B. & CO. RIVAL GASOLINE FIREPOT

NONE BETTER
ONE SIMPLER
ONE CHEAPER

IT IS STRONG AND DURABLE—IT CAN BE USED AS A PAINT BURNER

The parts are all interchangeable and can be renewed at small cost

Manufactured by the

BROWN, BOGGS CO., Hamilton, Ont.
LIMITED

TINSMITHS' TOOLS PRESSES and DIES CANNING MACHINERY

The Heart of the Stove Industry in Canada

¶ City of London, County of Middlesex—that's where you see the largest stove foundry in the British Empire. It's McCLARY'S—a name that has compelled success since its inception sixty-two years ago. In the halo of this name you find acre upon acre of foundry space, hundreds of specially-trained artisans and a cautious, scrutinizing, accurate-to-the-second system of stove manufacture. In addition, you find exclusive patents, exclusive methods and exclusive workmanship.

¶ You also behold a tremendous warehouse, a producer gas plant for assisting in greater production—in fact, a regular McClary town in Chelsea Green.

¶ In these gigantic works, too, you find no expense begrudged which is warranted by time or necessity.

¶ Someone has said, "That bigness is a sure sign of security." The magnitude of the McClary plant has been the inspiration of many a newspaper and magazine writer, all of whom have dwelt upon the spirit of stability pervading the whole place.

¶ Next week we will tell you how the McClary magnitude was made possible.

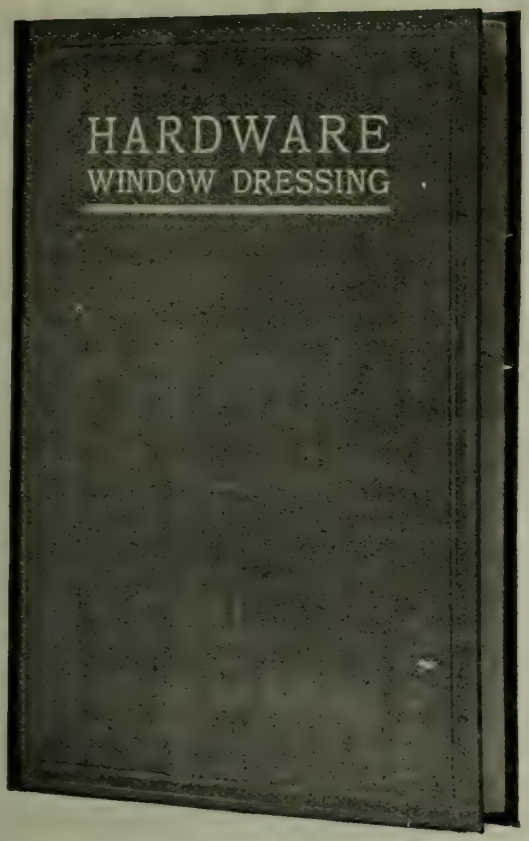
McClary's

London
Vancouver

Toronto
St. John, N.B.

Montreal
Hamilton

Winnipeg
Calgary



You May Become a Practical Window Dresser For $2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

26 Pages **8 x 11 Inches** **300 Illustrations**

Price $2.50. (Payable in Advance)

Send for Descriptive Circular.

Technical Books, 10 Front St. East. Toronto

Everything for the Plumber

We offer a selection from nothing but good quality with every element of risk eliminated for you in advance.

You don't have to discriminate here between good and bad.

Our customers are able to give satisfaction, because they get it.

All requirements for Bath Room, Lavatory, Kitchen and Laundry.

The James Morrison Brass Mfg. Co., Limited 93-97 ADELAIDE ST. W. TORONTO

Hamilton Jewel Gas Ranges

THESE ARE THE RANGES YOU SHOULD HANDLE

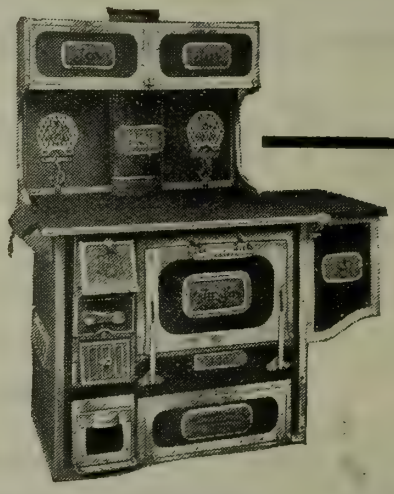
1. BECAUSE they are equipped with Jewel Adjustable Needle Valves, the most perfect gas valve ever constructed.
2. BECAUSE they are fitted with two-piece slotted burners which can be easily removed for cleaning.
3. BECAUSE both the main top and oven bottom are made of cast-iron (not sheet steel) and will neither burn out nor rust out.
4. BECAUSE the Graves Patent Safety Lighter is used to light the oven burners. The dangerous Pilot light is discarded and explosion made impossible.
5. BECAUSE the ranges are mounted on five-inch nickel-plated feet, making it easier to sweep under them.
6. BECAUSE you don't have to wait for repairs in case any are needed. No customs entry, no duty, no delay.
7. BECAUSE they are equal in approved up-to-date features, mechanical construction and handsome finish to anything produced on the American continent, and FAR SUPERIOR to most imported U.S. ranges.
8. BECAUSE they are made in over 100 VARIETIES and you can get any style you wish.

THEY ARE MANUFACTURED ONLY BY

The Burrow, Stewart & Milne Co., Limited

HAMILTON, ONTARIO ——— Established 1864

The Joy Malleable Range



Get Ready For Fall Selling

BUILT TO STAND WEAR AND STRAIN. **CONSTRUCTION COUNTS.**

The Joy Malleable Range is strongly built. It is a well-known fact that for perfect and rapid heating and baking a range should be air-tight. This can only be accomplished by rivetting throughout. Our rivetting is all done by hand, with Norway iron rivets, which, when once driven to an air-tight joint, will never give, and which renders the range indestructible.

ARE YOU SELLING IT?

These sizes are ready: No 8, 18, Square and High Closet. No. 8, 18, Reservoir and High Closet. No. 9, 26, Square and High Closet. No. 9, 26, Reservoir and Closet.

The Canadian Heating & Ventilating Co., Limited

Owen Sound, Ontario

Western Agents: Christie Bros. Co., Ltd., Cor. Henry & Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C.

"Condensed List of Steel Products"

Everything in Steel or Wire

Structural Material (plain and fabricated)
Beams, Channels, Angles, Tees, Zees
Steel Plates and Sheets
Rubber and Cushion Tire Channels
Armour and Nickel Steel Plates
Steel Bars, (Bessemer and O.H.)
Tire, Spring and Sleigh Shoe Steel
Bolt, Nut and Rivet Steel

Hoop and Band Iron
Steel T. and Girder Rails
Splice Bars, Fishplates
Duquesne Rail Joints, Steel Cross Ties
Switches, Frogs, Points, Crossings
Steel Piling, (plain and fabricated)
Axles, Forgings—Steel Car Wheels
Steel Concrete Bars, all special shapes

TRIANGULAR MESH-CONCRETE REINFORCEMENT

We Solicit Your Enquiries

United States Steel Products Export Co., Montreal, Que.

QUALITY

is the first consideration in the manufacture of our

"BRILLIANT"
AND
"SHELBY"
INCANDESCENT LAMPS

They are all carefully selected and fully guaranteed

MANUFACTURED BY

Ontario Lantern & Lamp Co., Ltd.
Hamilton, - Ontario

KEEP RIGHT ON SELLING

Dominion Ammunition without boosting it, and watch it boost itself. Or stack it up against the best duty-paying ammunition you can buy, and see which lasts the longest.

Dominion Improved and ***Proved*** cartridges and shot shells are every one a graduate from the Dominion System, the newest and severest testing system in the world of ammunition.

YOUR CUSTOMERS WILL DEMAND

Dominion Improved and ***Proved*** Ammunition, because it is *Better*, and because it costs less, being *Made in Canada*. For any size and make of gun, and *Guaranteed Sure*. Ask for catalogue.

DOMINION CARTRIDGE CO., LTD.
Montreal, Canada

DOMINION
IMPROVED AND PROVED
AMMUNITION

KEMP'S GALVANIZED WARE

Galvanized Iron Clad Buckets

Roll Rim Bottoms. Heavy Malleable Ears, rivetted and reinforced. The Bucket for the Contractor, the Railroad and for where it gets hard usage.

No. 160 - - - $8.40 doz.

A strong, durable basket, unexcelled for handling grain, fruits, roots, etc.

SMALL
Inches 13¾ x 9¼ ; capacity ½ bushel, price $7.00

LARGE
17⅜ x 11¾ ; 1 bushel - - - $10.00 doz

WRITE FOR DISCOUNT

Galvanized Baskets

Corrugated Bottoms

Small size supplied with either bails or side handles

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Advantages of Profit Sharing in Business

How the Principle Works Out and Benefits Employer and Employe—A Leading Toronto Firm Reviews its Experience With the System—Merchant Who Conducted Exhaustive Inquiry, Tells of the Strength and Shortcomings of the Plan, Which, on the Whole, He Strongly Favors.

A number of Canadian firms have for some years adopted the system of profit sharing. The plan is growing in the extent of its operations and in the measure of appreciation and confidence with which it is viewed by capital and labor. After giving the method a fair, impartial trial business and industrial concerns, with but few exceptions, have found it of mutual benefit and advantage. The principle has been pronounced sound and stable while the plan is generally conceded to be an improvement in the mode of remunerating labor, and to have a good moral, helpful and stimulating effect generally, promoting economy, thrift, goodwill and a spirit of unity and harmony among employees. It establishes a joint responsibility of interest and welfare between employers and employes, and the interdependent relations of capital and labor, making for advancement, expansion, unity and aggressiveness in business.

In connection with the sixty-fifth anniversary of W. J. Gage & Co., publishers, and manufacturing and wholesale stationers, Mr. Gage took occasion to refer to the plan of profit sharing which has been in existence in his company for some years. The system is a simple one in which every employe who has been continuously in the service of the company for over a year, participates. It is direct and easily operated. In 1902 the directors decided to set apart a certain percentage of the annual profits in the interest of the profit sharing plan. This sum is distributed among the men and women, boys and girls, the amount being divided on the basis of wages that each person receives.

System Was Extended.

This arrangement worked so well and the outcome was so encouraging, that three years ago another progressive step was taken and the plan extended, whereby the heads of various departments or employes in positions of trust and responsibility were permitted to purchase stock in the company. Twelve of the oldest servants of the house now hold stock ranging from ten to one hundred shares. They were allowed to buy their interest outright or to pay for it out of the dividends, being charged only a nominal interest on the remaining or unpaid portion of their shares. By this means the stock held by a number of them will pay for itself in a few years and will practically involve no expenditure on the part of the holders, being in addition a profitable and safe investment in a well managed concern. The heads of departments, who have acquired financial representation, do not, of course, participate any longer in the profit sharing scheme as applied to the rank and file of the employes.

Speaking of the plan in detail Mr. W. P. Gundy, General Manager of the Company, said they were well satisfied with the way the system had worked out and they would, under no circumstances, care to revert to the former order of things. "We have found," he said, "that the principle of profit sharing in its practice and application to be an admirable adjunct in every respect. We believe that the steady advances which our business has been making and the position which it now holds, can very largely be attributed to the loyal support and hearty co-operation of every one connected with our establishment. We are also convinced that this was to a great degree secured by the system of profit participation."

Why the Plan Was Adopted.

"What led you to adopt the plan?" was asked.

"Well! we had learned of its helpfulness in other lines of manufacture and the directors, after due consideration, thought, if rightly applied, it should work out as well in our own case. We decided to give it a fair trial—not as a benevolent or philanthropic undertaking or anything of that character, but on the ground of mutual interest, united assistance and earnest co-operation. We have found it helpful and the good opinions, we had previously formed of profit sharing, have been justified in every way. I will give you one illustration. At the time of the big fire in April, 1904, we lost our warehouse, plant and everything else. It was a month before we were able to resume any part of the business and six months before we were again in full operation and in shape to take back all our employes. Of all those who were thrown out of work by the fire, not one left us. They secured temporary employment elsewhere and were tempted by contracts, higher pay and in various ways by other concerns who held out all sorts of inducements and promises. Although, as I have said, it was six months before we were running again at normal capacity, one of the most pleasing things we remember is, that there was not a man or a girl but held to the company and all eventually found work in the old house. Yes! I am a firm believer in the principle, plan and practice of profit sharing. I could tell you of other instances and the good effect of the system which we inaugurated seven years ago, but I have given you a pretty fair outline of its working as it applies to our own company and an indication of what has been accomplished by its operation with us."

An Impartial Inquiry.

A few months ago Fred C. Lariviere, a hardware merchant of Montreal, concluded a thorough and impartial investigation into the working of the profit sharing plan, not only in Canada, but in foreign countries. The result of his exhaustive inquiries extending over a year were communicated in a series of excellent articles which appeared in Busy Man's Magazine. Mr. Lariviere carefully weighed all the points in favor of and those raised against profit sharing and his summing up of the situation is interesting and instructive.

Some Objections Heard.

The arguments chiefly heard against the system were:

Profit-sharing will never be a substitute to salary.

Unequal gains will always exist in the same industry.

Antagonism between capital and labor will always subsist.

The shares to each individual are too small to be appreciated.

The generalization of profit-sharing will have the effect of reducing profits.

The prosperity of an industry depends on its management, consequently the application of profit-sharing is an unjust departure.

Piece work or high wages are the only just substitutes to ordinary salary.

It is impossible to have employes share in the losses.

It is very difficult to establish the proper proportion of remuneration between capital and labor, especially in manufacturing industries.

Profit-sharing with no share of ownership in the industry is based on unsound principles.

Profit-sharing forces an employe to stay under penalty of loss of share of profits for the full term fixed by rules and regulations.

To be just, a profit-sharing system must give to the employes the right to be represented for stock taking and for the balancing of accounts, which is a very serious objection, inasmuch as it makes known the results, and, if favorable, will encourage others to start in same line of business, and, if reports are unfavorable, can cause very serious financial difficulties.

Many Favorable Points.

The points in favor of profit-sharing and the conclusions of the writer, who is a thorough believer in the principle, are:—

It is a more logical and a much fairer way of remunerating the wage earner.

It promotes economy amongst the laboring classes.

To a certain extent, it prevents the possibility of strikes.

It gives an employe a chance to apply the full force of his physical and moral energy.

When properly applied, it helps to promote the employers' interest.

It spreads on the largest number the care and responsibilities of the management.

It decreases the antagonizing influence of labor against capital.

It facilitates more intimate and friendly intercourse between employers and employes.

It gathers money to be distributed

amongst laborers during dull time and scarcity of work.

It does not bring about the meddling of employes with the management of enterprises.

There is nothing known that will make disappear inequality of salaries and profit sharing has never had this result in view in any of its applications.

I desire to state that it will be seen that the application of the profit-sharing system has been in operation in various industries, if not in the whole world, at least, in the most progressive and aggressive business countries as an improvement in the mode of remuneration of labor with good moral results for the working class.

Profit-sharing must not be considered as an innovation with infallibly good results, as a cure-all of all labor troubles, but as an amelioration over the old wage system, and its good results have conferred, when the nature of the enterprise permitted its application, benefit on both employer and employes.

The various results described prove that each case has its own solution, and rules and regulations first adopted have oftentimes been changed. It must not be forgotten that profit-sharing imposes on each sharer, to obtain good results, more duties and a better knowledge of the industry.

To make a success of the application of profit-sharing the following will be useful :

Profit-sharing should be organized in such a manner as to establish a joint responsibility of interest between employers and employes, also a capital and labor.

The salary question should not be mixed with profit-sharing, but be considered separately and be based on the general fluctuation of wages.

The industrial production and business management should be seriously considered in adopting a profit-sharing system as well as the relation of labor and capital.

Salary seems to be the basis most generally adopted, although some add the consideration of the number of years spent in the factory.

The amount set for profit-sharing should be sufficiently large to really interest the staff.

Profit-sharing should extend to the largest possible number of employes, and be well defined at its inauguration, not left to the good-will of the employer.

All firms adopting profit-sharing must necessarily be in very good financial circumstances, especially if results are to be made public.

Shares of profit-sharing should not be paid in cash, but placed to the credit of each employe with an allowance for interest, and to determine a number of years, during which the owner cannot dispose of his earnings except in case of death, purchase of house, or out of work.

The principal object of profit-sharing should be the creation of a savings department for each employe, to enable him to become a property owner or a co-proprietor of the industry.

P. McNaughton, of the Dominion Iron and Steel Company, Sydney, has been on a visit to Montreal.

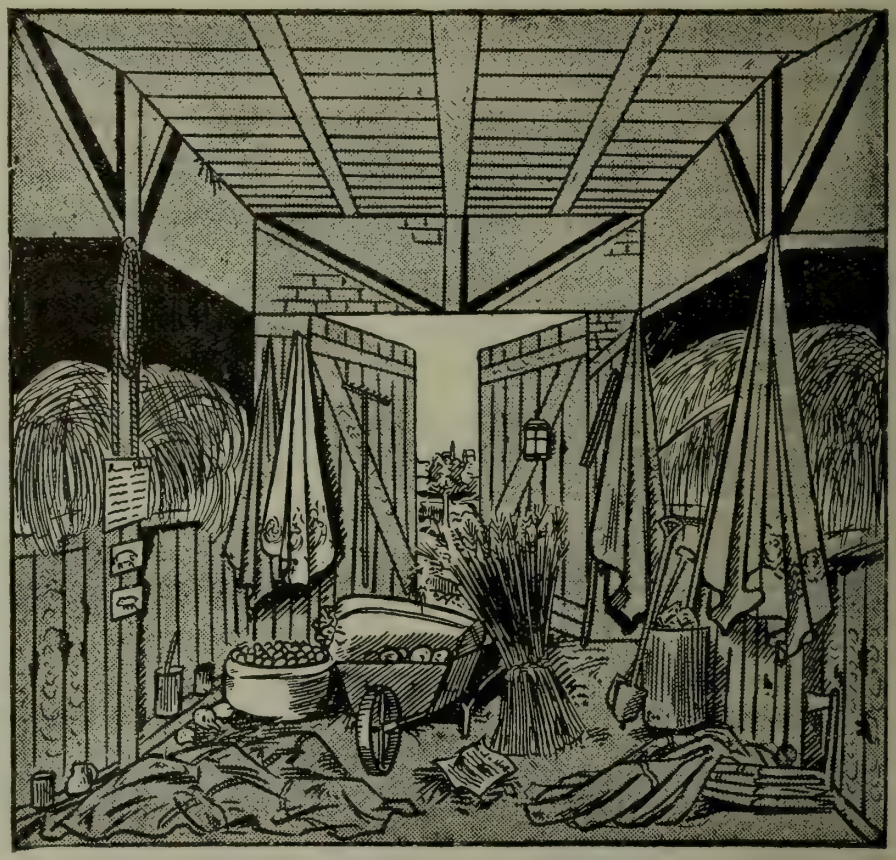
Suggestions for Business in July

Although there are numerous articles which a hardwareman can appropriately display during July, few can be described which stands out prominently and should be given plenty of window space. For instance, there are the sporting goods. Fishing tackle is now wanted by those who only occasionally have a rod in their hands, and that when on their summer holidays. The enthusiast, who has had many a day's sport already, has long ago equipped himself. But the occasional fisherman finds at the last minute that there are many things he wants. He remembers that he left his rod at the place he was staying last year, and must get a new one, and so on. It is astonishing how things get lost and misplaced during the year, and the hardwareman should make his window a standing invitation to those forgetful people.

Except for a demand through breakages, the call for baseball and lacrosse outfits may be considered hardly pressing enough to warrant extensive display, but this is not the case with camping-out accessories. The season is now starting. Swarms of people will be leaving the cities and towns to rusticate in the country in the only real way, and hardwaremen in the country would do well to supply themselves with necessaries like spirit lamps, enamelware, etc., for those parties who may camp out near them and find that many necessary things have not been brought. The camping-out department of the hardware store has not been pushed to the extent it might be. Many parties send away for their tents, etc., when the local man could supply them just as well. The great thing is to let the people know that the store has the goods.

Display Harvest Tools.

A good display should also be made of harvesting tools. Although harvest prospects generally looked somewhat gloomy earlier in the year, the weather has made thorough amends, and most districts report crops in fine condition.



Window Trim Likely to Attract the Attention of Farmers.

Farmers, therefore, should be in the best of shape thoroughly to equip themselves with the necessary tools. A good display should be made of hay forks, rakes, hay carriers, pulleys, etc. An excellent way to display these lines is by making the window represent the interior of a barn. A clerk who is handy with tools could easily construct a barn interior out of ordinary boards. Show a stall at each side filled with hay, place in the centre a wheelbarrow of vegetables, and in the odd corners, and on the floor, the harvesting tools, with shovels, lanterns, etc., hanging from pegs. The harvesting tools could be interchanged with sets of harness, whips, and other stable accessories. A few tins of paint could with advantage be placed

with the other articles. It is well to display paint on every possible occasion. It is always wanted about a farm, and in buying tools the farmer may remember that some of the other tools he is using would be all the better for a fresh coat.

Utensils for Fruit Preserving.

With the coming of the fruit season the dealer should commence to push his fruit preserving utensils. Home preserving is growing into popularity, and there is no doubt that the hardware store by attractive displays could encourage this tendency. By pushing the idea that there is no preserve like homemade the dealer could stimulate a demand. Carry, therefore, a good line of preserving requisites, such as presses, apple pearers, cherry stoners, preserving kettles, glass sealers, cullendars, and boilers. Display the lines on a kitchen table, and mark the price so that it can be seen that fruit preserving is not a dear operation.

Hammocks, garden seats, awnings should also be displayed prominently, as well as ordinary summer supplies, such as ice picks, lemon squeezers, fly killers, ice cream dippers, lemonade shakers, making up a good mixed window. The articles may be priced, and the essential point driven home to the observer that such goods are absolutely necessary during the summer.

Stoves Sell all the Year.

The stove line should not be neglected during these months. There is a demand all the year round for one kind of stove or another, and if the coal stove is not wanted, the oil or spirit one may be. Dealers have been in the habit of relegating the stove department to the background, especially during the summer, and then wonder why at the commencement of the winter, when they bring them out from under the counter so to speak, they cannot create a demand. But the customer who wants a particular stove may be entirely unconscious that the dealer carries such a line, because during her many visits in the summer she never saw it. And by the time the dealer has displayed the stove, the sale has gone elsewhere. The best plan is display the line all the year round, so that customers can become familiar with the fact that the stock is complete, and will remember it when the time comes to buy.

"MAIL ORDER" RAZORS.

A mail order cutlery house recently sent several hundred razors to a town, addressed to patrons of every rural route radiating therefrom. Circular letters accompanied them, calling attention to their superior quality and quoting a price of $1.75. An addressed wrapper with postage was enclosed for return, if receiver did not want the superior article. On one route in a town where the weekly papers had been admonishing farmers to buy at home, 44 razors are said to have been returned in one day, and on another route 28 were returned. This fact speaks well for the intelligence of the farmers of that community.

HARDWARE TRADE GOSSIP

Quebec.

P. Phoenix, Granby, Que., has been visiting Montreal.

E. J. Dever, Dalhousie Station, has been on a trip to Montreal.

John Wilson, Vankleek Hill, Ont., has been on a visit to Montreal.

J. A. Paquin, St. Eustache, Que., has been visiting Montreal hardware circles.

J. Hossack, of the Lufkin Rule Co., Windsor, is visiting the trade in Montreal.

W. S. Howe, Canadian Fairbanks Company, Montreal, is away on a vacation trip to Boston.

E. Turbane, Toronto, has arrived in Montreal to take charge of Lewis Bros. cutlery department.

O. F. Smallpiece, of Lewis Bros., Montreal has left for Ottawa and district on a holiday trip.

C. Doddridge, formerly Lewis Bros., Montreal representative in the territory below Quebec, is now taking the same ground on behalf of H. & J. Young, Quebec.

The sympathy of the trade will be expressed with J. B. Learmont, of Caverhill, Learmont & Company, Montreal, in the death of his sister Agnes, who died on Sunday, June 27, and was buried in Mount Royal cemetery.

Montreal retail dealers are fighting the early closing by-law of the city, which provides for the early closing of retail stores two nights a week. The by-law has been declared valid in the Supreme Court, but the retailers have decided to appeal against this decision.

The office staff of the Canada Paint Company, Montreal, held a five-mile race at Cote des Neiges this week. There were a large number of starters and the race was won by B. Gardner, with S. Ward second and H. Stubbs third. The Canada Paint have now been challenged by the Union Bank of Montreal, to a five-mile race.

The capital of the new asbestos merger, the Black Lake Consolidated Asbestos Company, with offices at Montreal, will be $1,000,000, 6 per cent. bonds; $1,000,000, 7 per cent. non-cumulative preferred stock, and $3,000,000 common stock. The company will take over the Union Asbestos mines, the Southwark mines, a controlling interest in the Imperial Asbestos Company, and the Black Lake, Chrome and Asbestos Company—in all an acreage of 5,385.

The H. R. Ives Co., founders and manufacturers of architectural iron works, has gone into voluntary liquidation, and J. C. McCormick has been appointed provisional liquidator. The H. R. Ives Co was one of the oldest firms of its kind in Canada, and some fifteen years ago was considered one of the leading firms in the country. From its works came the most imposing iron structures in Montreal, and it was also widely known as a stove and furnace factory.

Ontario.

Adolph Henry, Orono, was a visitor in Toronto on Wednesday.

J. R. Hambly, Barrie, spent a few days at his old home at Drayton, Ont., last week.

W. J. Wall, representative of the Mott Iron Works, at Montreal, has been spending the week in Toronto.

Fire in the machine shop of the Hensall, Ont., foundry caused a loss, which is estimated at $8,000 partly covered by insurance.

Miss Mae Detwiler, office manager for the Harriston Stove Co., who took ill with meningitis a short time ago, died last Thursday.

W. F. Rowell, for about a quarter of a century with Rice Lewis & Son, Toronto, has established a hardware store at Davisville, a suburb of Toronto.

A foreign company with large capital has made an offer for the factory of the defunct James Warnock Edge Tool Works, Galt. The offer is said to be acceptable to the liquidator.

Thomas Bryan, Limited, woodenware, broom and brush manufacturers, London, announce that they have resumed business under their own name after having been associated with the United Factories Limited, for several years.

The Branchite Process Paint Company's factory at 785 King street west, Toronto, valued at $19,000, subject to a mortgage of $6,500, held by the Landed Banking and Loan Co., Hamilton will be sold by public auction this month.

C. E. Noble, Dundalk, has disposed of his hardware business to Jno. D. McDowell, the transfer taking place July 1. Mr. Noble has the Western fever and has decided to move to Vancouver. He was one of the founders of the Ontario Retail Hardware Association.

J. W. Hawkesworth, formerly with T. P. Calkin & Co., Kentville, N.S., and for several years traveling salesman for the Strayer Hardware Co., Harrisburg, Pa., has accepted a position with the Kennedy Hardware Co., Toronto, and will represent them on the Midland Division.

O. H. Miller, representing the Onward Manufacturing Company, Berlin, spent this week in Toronto and called on Hardware and Metal. Mr. Miller reports that the sliding furniture shoes manufactured by his firm have been taken up by the hardware trade and are now being catalogued by some furniture manufacturers. The Iroquois Hotel, Toronto, are equipping their office and bedroom furniture with the shoes.

Western Canada.

E. K. Hicks, manager of the hardware department of Robinson & Co.'s store Winnipeg, who is going into business at Calgary, was presented with a gold mounted umbrella by the clerks of the department.

HARDWARE AND METAL

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ONTARIO'S MINERAL PRODUCTION

The aggregate production from ores and minerals in Ontario during the past year amounted to $26,616,795, as compared with $25,019,373 the previous year.

According to the annual report of the Department of Lands, Forests and Mines, silver and nickel were the principal items in the list of metals, the yield of the former being 19,401,021 ounces—practically all from the mines of the Cobalt camp—and of the latter, 10,175 tons, by far the largest proportion of which came from the deposits of the Sudbury region. The low prices which prevailed throughout the year depressed the value of the silver production, which was returned at $9,116,008.

Ontario now occupies a leading place among the silver-producing countries of the world, having contributed about one-ninth of the entire reported production in 1908. There was raised and shipped from the mines of Cobalt last year 24,453 tons of ore (including concentrates) which was considerably more than the total production up to the end of 1907.

The production of nickel in 1908 was valued at $1,866,059, and of copper $1,071,140. The iron mines of Ontario yielded 216,177 tons of ore last year, worth $574,839. and there was made at the blast furnaces 271,656 tons of pig iron, valued at $4,390,839.

A DOMINION HARDWARE ASSN.

The Winnipeg correspondent of Hardware and Metal last week drew attention to a type of competition which the trade in that city has been up against this year. Contractors had been demoralizing the paint trade, and jobbers and retailers united to put the trade on a profit-making basis, there being no effort to charge extortionate prices, but merely to eliminate an evil which had crept into the business—that of jobbers selling direct to consumers at prices which gave their retail customers no protection. The effort to better conditions has been handicapped, however, by certain paint jobbers in Eastern Canada accepting the business of the Winnipeg contractors.

The incident shows the necessity of co-operation between the hardware retailers in the various provinces, as a complaint from the Winnipeg Retail Hardware Association sent to the eastern paint jobbers through the Ontario Retail Hardware Association, would receive more consideration than if sent direct. While it is understood that a feeling of sectional jealousy is hampering the work of organizing the Alberta Hardware Merchants Association, the many important questions in which the Canadian retail trade as a whole is interested should make possible the organization of retail hardware associations in each province and the ultimate organization of an executive committee to handle matters of a national character and grievances between sections of the trade in different provinces.

COMPULSORY HALF-HOLIDAY.

The government of the state of Victoria, Australia, recently passed an Act to provide for a half-holiday every Saturday in the metropolitan district of Melbourne. The Act, which came into force on May 1, provides that all shops shall in each week be closed from the hour of one o'clock in the afternoon on Saturday until the following Monday morning. It is provided that shops may be kept open till the hour of ten o'clock on the preceding Friday evening. Certain exemptions are made of shops in the occupation of druggists, butchers, bakers, hairdressers. bicycle dealers, flower sellers, restaurant keepers, confectioners and tobacconists. Before May 1, it was optional for shopkeepers to close on either Wednesday or Saturday afternoon. The new Act is the result of years of persistent effort made by the many thousand employees of retail stores in and about Melbourne, who maintained that the Saturday, the week end, half holiday was the most suitable for all classes. Over 20,000 employees who previous to this month worked throughout Saturday afternoon and evening are now released.

D. H. Ross, Canadian Trade Commissioner for Victoria, in telling of the effect of this change, states that the experience of the first few weeks with regard to Friday as a late business night in Melbourne and suburban retail shops can hardly be relied upon to gauge accurately its bearing on the volume of sales transacted. It is true, he says, that the large suburban stores are apprehensive that the change will operate against them; it will take time for the people to become accustomed to the substitution of Friday as the 'late night' for shopping.

Sympathy is shown to the emp'oyees, in carrying the reform to a successful issue, by large employers of labor making Friday the weekly pay day.

It is provided in the Act that after the expiration of one year a majority consisting of fifty more than one-half of the shopkeepers in the metropolitan area can petition the government to suspend the half-holiday and revert to the Wednesday half-holiday. In the latter connection, employees are endeavoring to strengthen their position by appealing to that portion of the people who hitherto made purchases on Saturday evening to fall in line with the new order of things by shopping on Friday.

WHY SELL WITHOUT PROFIT?

After several years of bitter opposition in selling wire nails as a leader, the Toronto builders' hardware houses recently decided to discontinue the foolish custom of handling this line without a profit.

Contractors have in previous years set one firm against another and pounded down the price to a point where it meant an absolute loss of several cents on every keg of nails sold. But did the contractors pass the good thing along? Not they. What they squeezed off the price nails was so much grist to their mill, as in their estimating they always figure in nails as costing them about five cents per pound.

As stated before, nails are now sold in Toronto at $2.30 per keg, an advance over the wholesale quantity price at which the builders' hardware buy. The margin is little more than sufficient to cover the cost of handling and delivery (and not being above the price the retailers have to pay, it is of little assistance to them), but it is an advance over the old method of selling at or below cost and doing the work of delivery for nothing, making the loss on this line up on other goods, if possible.

If nails can be lifted out of the class of "leaders" in Toronto, where competition is especially keen, surely it should be possible for the retailers in

smaller town and cities to act along similar lines and make each line of goods carry its fair percentage of profit.

CANADA'S EXPANDING STEEL INDUSTRY.

In view of the recent announcements of proposed enlargements of the various steel plants in Canada, the following editorial from the Iron Age will be read with interest by Canadians, giving, as it does, the American view of how the development of the steel industry in this country has affected the trade in the United States. The Iron Age says:

"Recent developments in the affairs of the leading steel companies of Canada point to expansions such as have not been possible in the difficult years through which these enterprises have passed. Glowing prophecies are again being made for these companies, in view of the capital about to become available for improvements. Some of them are strikingly similar to the very optimistic predictions of eight or nine years ago. We recall something of the expectations aroused regarding the steel plant at Sydney. The claims of low cost production put forth by some of the promoters of that enterprise even caused some consternation in Great Britain, particularly as it was pointed out that the mother country would furnish a large part of the market for Sydney steel. Within the past fortnight an interview has appeared with a Canadian statesman which resembles some of the statements brought out at the inception of the Sydney project, calculated to show how badly off Pittsburg is for location and for cost of ore, coke and limestone, as compared with Sydney. Evidently there is a disposition on the north side of the Canadian border, as well as south of it, to see future benefits long in advance of their realization. We hear again that 'no place in the world has greater advantages for the manufacture of iron and steel at low cost' than has Sydney. We are told that Sydney steel can be laid down at Port Arthur or Fort William at as low a freight as from Montreal, and that when the deepening of canals is finished this freight cost will be further lessened. There is also the intimation of car works in the future and possibly a shipyard—two projects that commonly attach themselves to announcements of expected steel works expansion. The Pittsburg handicap in foreign trade, of which we heard when the Sydney works made their first appeal for capital, comes up again, Yet Pittsburg, '300 miles from the sea,' and that even when it has placed its product at the seaboard leaves it 'still 800 miles further from Europe than the product shipped direct from Sydney harbor,' has been steadily sending steel to Europe in all the years since the Sydney plant started up, while the latter has only occasionally and inconsequentially figured in outside markets.

"However, recent announcements are more significant for the future of the Canadian steel manufacture since the finances of the two leading companies have now been put on a stronger foundation than for years. For the Dominion Iron & Steel Company the improvements planned include the building of a new blast furnace, making it possible to turn the output of the present group of four furnaces entirely into steel, while the new furnace will supply the demand for foundry iron. The building of additional coke ovens and a new finishing mill is also part of the plan, the carrying out of which is made possible by a $5,000 000 bond issue.

"The interests now dormant in the Lake Superior Corporation have agreed to build a new blast furnace and to provide additional finishing capacity as part of the terms under which the Ontario Government renewed its land grants to the railroad enterprises of the corporation. In addition to an expenditure of $1,000,000 in pursuance of this agreement with the Government, there is to be a large outlay on new structural steel works and the buildings of a merchant mill. It is considered that the British capitalists who have recently come into the Lake Superior Corporation saw that the opportune moment had arrived for advancing the steel enterprise at Sault Ste. Marie to a much more important position than it has heretofore occupied. "The Nova Scotia Steel & Coal Company, which has not attempted operations on the scale of the plants at Sydney and Sault Ste. Marie, now looks toward larger things, preliminary to which a $6,000,000 bond issue is being brought forward. The company's large resources in coal and in the Newfoundland, or Wabana red hematite, ores, that are the dependence of the Sydney industry, entitle it to a larger place than it has yet undertaken to fill.

"For reasons that frequently have been commented on, the Canadian steel industry has been beset with difficulties. Even the generous helping hands of the Dominion and Provincial Governments have not averted serious financial losses. Nature has chiefly bestowed her bounty in fuel on a maritime province and in ore on a detached state at the extreme east, while the strong provinces have relatively feeble resources in both. A great growth in the Canadian Northwest means that Canadian steel works, under Government protection, will at length come to the position awarded by their sanguine champions some years ago. But before that day arrives it will have been discovered in Canada, as in the United States, that in its absorption of new capital the steel industry is monumental and insatiate."

THE ANNUAL STOVE NUMBER.

The July 24 issue of Hardware and Metal is to be the annual Stove and Western Number and readers are urged to be on the watch for it, as it will undoubtedly be more representative of the Canadian stove trade than any previous issue.

Many Ontario stove manufacturers take advantage of the Toronto Exhibition to show the improvements made on their product each year, but several important foundries are not included in this show. Hardware and Metal's Stove Number is far more representative, including, as it does, the illustrated announcements of practically every important stove founder in Canada. If it is instructive to visit the stove exhibits at the Toronto Exhibition—and it pays every dealer to do so—it is far more important to review the announcements of new lines and improvements made by double the number of manufacturers in the annual Stove Number.

Many interesting articles on heating subjects, tinshop patterns, shop arrangement, etc., are in preparation and the issue will be a worthy addition to the store library.

A SIGN OF WEAKNESS.

To cut prices in order to get the business is a sign of weakness. He who has to resort to this method is incapable of building up a business on businesslike and up-to-date methods.

It is one thing to reduce the price of an article which has been so long in stock so as to cut off the profits, but it is another thing to take a staple line of goods and deliberately cut the price in order to try and attract customers to the store or warehouse.

Enterprise is at the root of every successful business. To employ methods which disorganize trade can scarcely be termed enterprising. Foolishness is rather a better term.

Knowledge of business, good live, selling methods, courteous treatment of customers, and judicious advertising are much better business-getting factors than cutting prices. The one builds up business, the other undermines it.

When Fame and Fortune travel together, Fame generally takes a back seat.

It's unsafe to trust an important matter to a man who has nothing else to do.

Many a man looks down on his neighbor who isn't really head and shoulders above him.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin—Cut of ½c.
Lead—Cut of 5c per 100 lbs.
Summerlee—Advance of 50c and upwards.
Canadian Furnaces—Advance of 50c.
Turpentine—Advance of 4c.

Toronto.

Linseed Oil—One cent advance.
Turpentine—Another cent higher.
Pig Iron—Canadian foundry higher.

THE MARKET SITUATION.

Very little improvement has taken place in the primary markets. Better conditions on the one side of the Atlantic have been offset by weaker conditions on the other, and the result is the same. Tin, but for the closing down of the United States Union tin and sheet mills would probably have made a strong advance as statistics show that the metal is in a fairly good position. Consumption during June improved, while the visible supply shows a reduction. It seems to be a toss-up which way tin will go. Copper is not in so strong a position as it was. It is true that consumption in the States has improved, but the stocks held in Europe have increased, and will swing back on the market some time or other. The English market is not so strong. Speculation is quieter, and without this encouragement from London, New York prices have sagged. Spelter shows but little change, and is strongly held, both in London and St. Louis. Lead is fluctuating with a weakening tendency. English brands of pig iron are not so strong, Cleveland warrants being quoted at 41 shillings and one penny, a decrease of two pence from our last figures. Good Scotch brands more than maintain their price. June has been a record month aparently in steel specification in the States, while the pig iron market is firmer, many furnaces being well sold up.

MONTREAL.

July 9.—Orders are swinging in freely and showing at the same time an individual increase in bulk. The general stimulation in industrial activity has greatly quickened the consumption of metal, while the firmer price for many of the finished articles has induced manufacturers and other users of metals to add to their stocks. Very little quantity of the raw metal is being held, and every increase in consumption is felt right through to the first hand. Large orders for fall business are somewhat late, except probably in pig iron, but merchants anticipate heavy bookings before the month is much older.

PIG IRON.—The demand not only for imported but for Canadian iron is very good. Prices are being advanced locally, helped no doubt by the improvement in the United States situation, where furnace interests are charging 50c more per ton. The general healthy prospects can be seen from the fact that higher prices are looked for in the future, and this probably will hasten consumers in taking up at once the question of placing orders for fall and winter months. High grade Canadian iron has advanced 50c, and is quoted around $19.50 Montreal, with the cheaper lines at about $17.50. Good Scotch brands are being strongly held, and quotations have an upward tendency. Cheaper English grades, especially Middlesboro, are not in so satisfactory a condition, the stocks showing some advance with a falling off in the European demand. Conditions in the States are showing steady improvement. Pig iron has generally advanced, while buying in steel products has been heavier. There has been an advance in Summerlee, and we now quote: Imported pig, Clarence, $16.75 to $17; Middlesboro, No. 3, $16.50 to $16.75; Summerlee, No. 1 $19.75; No. 2, $18.75 to $19.25.

TIN.—Despite very good local trade, and promising inquiries, the jobbing price of tin has been cut ½c, and we now quote the old figure of 32½c. This is the result of the weakness which has been apparent in the primary markets. Although the general statistics for June tin are more favorable than anticipated, consumption being higher and the total visible supply lower, the closing down of the Union tin and sheet mills in the States has caused a break in confidence. But for these statistics, there would probably have been a sharp decline in the markets. A strengthening point is the fact that the threatened coal strike in South Wales has been averted, and therefore there will be no interference with the Welsh tin plate mills, and no increase in price as at one time anticipated.

COPPER.—The jobbing price of 14½c is unchanged for ordinary sized lots although the weakness in New York figures has caused shading here for good quantities. Copper is not making the progress that was anticipated, and although producers are holding to figures as strongly as they can, the market is going back. There has been a decrease in New York stocks, but this is offset by the increase across the Atlantic. Surplus metal is just as dangerous to the market no matter on which side of the Atlantic it may be.

SPELTER.—Active trading is being done in spelter at the unchanged price of $5.75. The market is very firm, and inquiries are promising. The metal is being held very strongly both in London and St. Louis, and there does not seem much possibility of a set back unless anything very unforeseen occurs.

LEAD.—Lead has been showing signs of sagging for some time. Local trade is good, but the English market keeps back figures. There has been a small cut of 5c in imported pig, and the price for ordinary jobbing lots is now $3.55. This is not a great reduction, but when it is considered that these little cuts have been going on for some time the weakness of lead can be better understood. Trail naturally declines in due proportion, and is quoted at $3.45.

TORONTO.

July 9.—The half year just closed has been in some respects very satisfactory the market being now in a much stronger condition than at the beginning of 1909. The advance made has not been as great as predicted by some but the expectations of the more cautious and conservative ones have been realized in the slow but steady improvment which has taken place. Buying, while not yet done with sufficient confidence to warrent large purchases, is heavier than early in the year, the lower prices for all metals but tin and spelter having encouraged business.

The markets in the United States are still in an unsettled condition and much speculation is being done as to the policy of the Steel trust. It is hard to understand, for instance, why deliveries of finished metals are so hard to secure in view of recent reductions in prices. Iron pipe which was recently reduced in price in the United States (skelp being unchanged) has been advanced again along with steel bars.

PIG IRON—The situation shows an improvement with a tendency on the part of Canadian furnace men to demand higher prices. The last quotation of $19 on No. 2 Canadian foundry is being advanced to $19.25 and $19.50. No. 3 Middlesboro is still quoted at $19.25 and Cleveland at $20.

COPPER—The price continues unchanged at 14½ cents and there seems little chance of any improvement owing to the enormous output of the mines and smelters coupled with the limited production. Stocks in the United States are said to be increasing at the rate of 10,000,000 pounds per year. So long as this condition continues a slump is possible at any time.

TIN—We still quote 32½ cents per pound, there being no change in the local market although outside markets are slightly weaker. Tin plate is strong and the prediction is made that higher prices will prevail this fall.

LEAD—Unchanged in price, but rather weak at $3.65. Orders are fairly numerous, but the demand is not heavy enough to make the market firm.

SPELTER—This metal continues firm at $5.75, the quantities moving being, of course, small.

OLD MATERIALS—Prices are unchanged. Dealers buying prices are: Heavy copper wire, 11½c; light copper bottoms, 10c; heavy red brass, 10¼c; heavy yellow brass, 8¾c; light brass, 6¼c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3½c; No. 1 wrought iron, 10; machinery cast scrap, No. 1, $14; stove plate, $12; malleable and steel, $8; old rubbers, 7¾c.

HARDWARE MARKETS

MONTREAL.

July 9.—A good volume of business is passing through the jobbers' hands. The majority of orders continue to be of a sorting up character. Booking ahead is still quiet, and immediate delivery orders for coming seasonable goods partake of the character of the trading right through the year. That is they are on the light side. Despite the improved consumption and the general good prospects, dealers are evidently holding themselves back until the harvest in the Northwest has shown its strength. As one jobber remarked one might paraphrase the old lines, "what will the harvest be?" and apply them to the present situation. There is undoubtedly more confidence all the way round, while consumption has steadily improved. Money likewise is more free, as can be seen from the better collections.

Harvest tools are now selling freely, while builders' hardware continue to reflect the better conditions. Local trade in the latter lines has been especially good lately. Hose, lawn mowers, etc., have fallen off, as was only to be expected but there is a steady demand for seasonable goods, as hammocks, garden seats, water coolers, and for general household requisites. Hay wire is also selling well. Bookings are about the same for cow ties, lanterns, horse blankets, etc. Prices are firm. No important change has been made, and there is a steadiness to the whole market that inspires confidence as to the future.

BUILDERS' HARDWARE. — Local trade in these lines is very good, while heavier business is confidently expected later on. The country trade while improving does not show equal improvement comparatively speaking. Orders are of a general character. No price change is announced, and we continue to quote: Door sets and escutcheons 50 and 10; escutcheons pins, steel 50; brass 55; spring hinges No. 20, $9 per gross.

HARVEST TOOLS.—These lines are now showing good strength. Orders, while on the light side are numerous, and taking everything into consideration the business being done is satisfactory. Farmers are evidently not over buying, however. No price change is announced, and we quote: Hay fork pulleys, $1.60 to $8.50 a dozen; hay carriers, $3.50 and up; harpoon forks, $1.25 and up; hay rakes, etc., 55 off.

SUMMER LINES.—Preserving utensils are now moving more strongly and there is an encouraging call for presses, cherry stoners, apple parers, maslin kettles, jars, etc. Hammocks and swings are in active demand, while all the way along household requisites are selling steadily. This is especially noticeable in carpet sweepers, wringers, mops, pails and enamelware. Bookings for cow ties lanterns, horse blankets corn knives, are in evidence, although they have not the strength that jobbers would like to see.

MINERS' SUPPLIES. — Sorting up orders are coming in steadily for surface mining utensils, while general mining tools are in request although not heavily. We continue to quote: Miners' picks 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS.—Bolts and nuts continue to be in active demand. The market is firm, and altogether there is little to grumble at in the condition of trade. We continue to quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts ⅜ and less 60 10 and 10; coach screws 75; stove bolts, 80 and 7½.

SCREWS.—The call for common size screws maintains its strength, especially locally. The market is unchanged and we quote: 85 and 10 off for flat and round head, bright; 75 and 10 off for flat head, brass and 70 and 10 for round head, brass.

SPORTING GOODS.—These lines are now showing their best strength. Fishing tackle is a strong seller, while camping outfits, such as tents, spirit lamps, kettles, enamelware, etc. are in active demand. Guns and ammunition are improving. Altogether business is good in sporting lines.

WIRE.—A strong call exists for annealed hay wire and other seasonable lines. The market is steady, and shipping is now equal to all demands. We continue to quote: Barb wire, car lots, and mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small $2.85. Galvanized wire, No. 9 $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b., Montreal. Coiled spring fencing, $2.45; straight and mixed car lots, and $2.55 small lots. Plain wire, bright, annealed and annealed and oiled, $2.25 base. Other lines $2.30 f.o.b., Montreal.

TORONTO.

July 9.—Ontario retailers report trade this summer as very satisfactory in volume, the slowness of some lines resulting from cool weather in May being made up as the crops developed and warmer weather set in. Jobbers likewise say business is pleasing to them, they looking for a steady trade rather than a boom. Ontario is showing itself to be on a sound basis while western trade is also conservative.

The half year just closed has realized most expectations, there being a substantial improvement over last year. The market has had some flurries and while it cannot be said that the basic metal markets are yet settled there is undoubtedly a better and more secure feeling. Indeed there are some who predict an advance in some lines of shelf and builders' hardware before the close of the season.

Building is very active in the larger cities and some of the smaller towns also show considerable activity. This means a good movement of finishing hardware from now until the close of the year.

The vacation season, now approaching, finds both jobbers and retailers in a state of mind which ought to allow them to enjoy a respite from business activities and return ready for a strenuous campaign in the fall months.

SEASONABLE GOODS — Harvest tools are he big movers at present, while hammocks, lawn sprinklers, hose, etc., etc., are also called for in present orders. Express waggons, wheel barrows, screen windows and doors are also included in many orders, with a fair demand for wire goods.

BUILDERS' HARDWARE—While the large cities are providing for the bulk of the demand for nails, cement and other supplies retailers generally are preparing for a good trade in finishing hardware from now until the close of the season. Building, so far, has been confined to the heavy construction work but many are sufficiently advanced for the carpenters and both tools, locks, window fasteners, etc., should soon be in demand. We quote 50 and 10 p.c. on door sets, locks, etc.

HEAVY GOODS Bar iron is moving in fair quantity at the same price, $1.95. Wire nails continue at $2.30 and screws, 85 and 10 off for flat and round head bright; 75 and 10 off for flat head brass, and 70 and 10 for round head, brass. Retailers stocks of these lines are not sufficiently broken to result in sorting orders. Wire is in fair demand, particularly annealed hay wire. We quote in straight and mixed car lots (small lots 5 cents advance): Barb wire, $2.50; plain twist, $2.80; Galvanized wire No. 9, $2.25 f.o.b. Coiled spring fencing, $2.45. Plain wire, bright, annealed and annealed and oiled, $2.25 base.

SPORTING GOODS—Fishing tackle, baseball and lacrosse goods are still steady, with guns and ammunition about normal. Prospects are for a busy season in shooting materials.

U. S. METAL MARKET.

Cleveland, July 7.—The Iron Trade Review says: "With the mid-year period at hand when iron and steel plant activities are normally at their lowest point by reason of inventory taking and repair making, the general industry continues to manifest a growing strength in all its various lines of production. Specifications show no perceptible falling off and in some products increased tonnage is being entered for rolling. The indications of a sustained activity of the mills over the summer months are more promising.

"The strike of the Amalgamated Association of Iron, Steel and Tin Workers against the American Sheet and Tin Plate Co., is having little effect upon the sheet situation, as only one important mill has been forced to close. Tin plate production has been cut down from 83 to 10 per cent. of total capacity, although two non-union plants were started the past week. The normal quiet season in tin plate is now at hand, together with a large stock of finished product accumulated by the company over the past six months is being held out as an assurance to consumers that their needs will be filled.

Trade Gossip from Canada's Eastern Provinces

Interesting Review of Trade Conditions in Nova Scotia—Many Industrial Changes, Including Enlargement of Sydney Steel Plant. Locomotive Works at Amherst and a proposed Glass Plant at Sydney.

HALIFAX.

July 4.—Wholesale hardware dealers report trade fairly brisk for the season of the year. Stocks of haying tools and implements are being rapidly depleted. The demand for ready mixed paint and white lead is quite heavy.

Shrewd buyers are now investing quite largely in metals of all kinds, as the indications point to sharp advances in the near future. In fact, pig lead, sheet lead, white lead and tin are all considerably higher. The markets in the United States are now considerably firmer and some of the larger concerns have already advanced the prices on barrows, picks and miscellaneous tools.

Collections are reported to be very good. The returns from lumber in its various forms, makes an appreciable difference in the situation. In the vicinity of the mines and railroads the winter accumulation of pit timbers and sleepers forms no inconsiderable item to the storekeepers; but the big corporations are complained of as being slow to pay. The increase in the output of the mines, improvement in the fisheries, and better weather conditions on the farm are having a beneficial effect upon trade generally. As a consequence money is circulating more freely.

A proposition is also being dealt with at Sydney, from a Belgian glass manufacturing syndicate, who are sending representatives, including experts, to Canada, to look into the possibilities of the Canadian market as an inducement to locate extensive works in this country. These parties will visit Sydney and Halifax and deal with several communities as to the advantages to be offered for an industry of this character. The intention is to produce plate glass and products of a similar character. The projected works, will, it is understood be established upon quite a large scale and may form one of the most important industries in the Dominion.

James A. Macdonald for many years associated with the firm of Macdonald & Company, machinists and brass finishers, died last week. Mr. Macdonald began his business career as a clerk with the old hardware establishment of Starr & McNutt, but for the past thirty-five years he has been associated with the firm of Macdonald & Company.

The Burrill-Johnson Iron Company of Yarmouth are constructing the first steel steamer ever built in the Maritime Provinces. The hull, boilers and engines are all the product of the Yarmouth Company. Last year this company built two steel scows for the Dominion Government and the steamer they are now building is for the purpose of towing the scowes. She is one hundred feet over all, and her beam is twenty-two feet.

ST. JOHN.

July 7.—A proposition for the establishment of a big manufacturing plant for St. John has been put forward by J. C. Durant, of New York. The nature of the enterprise has not yet been disclosed, but the matter is receiving the attention of the board of trade and common council. Mr. Durant has given out that he is visiting various cities in Canada for the purpose of fixing upon a suitable site for the industry. He wants a waterfront site with an area of about 600x700 feet on which to erect factories and says the plant would give employment to some 300 or 400 men. He claims to represent an established concern with a capitalization of about $2,000,000.

A site at the entrance to the harbor on Courtney Bay is looked upon favorably and several meetings have been held with Mr. Durant by the harbor board of the council.

Mr. Durant will visit Halifax and Ottawa after leaving St. John.

The announcement made last week that negotiations were about completed for the purchase of the Rhodes, Curry Co., car builders, at Amherst, has created considerable interest here. Upper Canadian capitalists are said to be the buyers, and stock in the new concern is being underwritten by a local banking house. While no definite statement will be made at the present time it is practically certain that the deal has been consummated and it is believed the new concern will spend considerable on expansion.

The customs receipts for the month of June, 1909, show a considerable increase over the same month last year. The receipts for June, 1909, were $93,137.76 as compared with $79,990.18 in June, 1908, an increase of over $13,000.

Hammocks, swings, garden tools, bird cages, paints, etc., are being featured in window displays now, and are in good demand. Owing to the cold backward weather, ice cream freezers, refrigerators, ice picks and other warm weather goods have not moved out as rapidly as expected.

The cold weather has had a bad effect on the crops, and in some sections the visitation of heavy frosts made it necessary to re-seed. Farming implements have been in good demand and on the whole business is considered to be very satisfactory. W. E. H.

Interesting Trade Items Gathered in Ontario

Wednesday Half Holiday in Several Cities — Fireless Cookers Being Sold at Brantford—Oil Refinery to be Established at Wallaceburg—Farmers Busy Haying in Some Parts of the Province—Builders Conduct a Parade and Demonstration at St. Thomas on Dominion Day.

OTTAWA.

An interesting iron casting has been received by the Government from Sweden. It is a plate 24 x 16½ inches and ⅛ inch thick. It bears in clear block letters, varying in height from one inch down to as small as ⅝ inch, the following inscription:—"This plate was cast in honor of the visit of Dr. Eugene Haanel, by the Aktiebolaget Elektrometall fram trav produced by the Electric High Furnace, at Domnarfoet, Sweden, January 1, 1909." Such a casting is considered most difficult, yet this one is perfect in every detail. This plate proves conclusively that it is possible to cast the most difficult castings using iron taken direct from the Swedish Electric Furnace, and that it will be no longer necessary, except for convenience, to remelt the iron in a foundry cupola. This process will mean a saving on every ton.

PETERBORO.

July 7.—The city has let the contract for the new Carnegie library to Rutherford Bros., at $21,887.

Tenders are being called for the erection of a new Presbyterian church in the south end. The congregation have had the idea in hand for some time, and are prepared to go on with the work as soon as the contract is let.

The city anticipates building a new concrete bridge over the Otonabee at Smith Street.

Peterboro being the centre of the Kawartha Lakes system and surrounded on all sides by lakes, where fishing is of the best, the local hardware stores are carrying a strong line of fishing appliances and constantly devote parts of their windows to displaying them.

Kingan Hardware Company, is making a specialty of seasonable farm goods this week. Forks, rakes and other implements, used in the handling of hay and grain. The articles are made prominent by a ground and background of straw, some of which is in sheaves.

The Higgins Hardware are specializing on binder twine, and have an attractive display in their east window.

Hardware business continues brisk, the diversity of the public's requirements being very pronounced. The building trades have been strongly maintained and have more than kept up their demands for general hardware. Lawn and garden culture followed, and since that time

other sidelines have as usual presented themselves acording to the regular order of things.

The Peterboro Hardware Company is showing a window of the latest inventions in the form of sprayers to get rid of potato bugs and other destructive insects.

The building permits for the month of June totalled over $45,000, more than fifty per cent. in advance of those of last year for the same month.

H. T.

ST. THOMAS.

July 7.—The general trade through this section keeps up to a good standard. The farming trade shows a good increase. Haying will be general this week. The building trade is also keeping up. The work on the Phone building is started and the start on the new Grace Methodist Church will commence this week.

The local customs office is still feeling the effects of prosperity. The collections for June amounted to $38,098.27 being an increase of $27,809.04 over the same month of 1908.

W. Wilson will erect a new mill on the site of the one burned at Union.

S. A. Potticary, plumber, signed his largest contract last week, he having entered the realm of matrimony. Congratulations are extended by the local craft.

The differences between the Alymer Scale and Pump Works and the town have been amicably settled, and the works will stay in that town.

Walter Ross has installed into Trinity Church one of the finest memorial windows turned out by the McCausland Art Glass Co.

Geo. Stacey, of Lewis Bros., Montreal, spent Dominion Day with his family here.

The builders of the city (which include the plumbing trade) have for the last five years, furnished entertainment for Dominion Day. Last week's effort was the best yet, and a big day of sports was furnished. Bert Hamilton, of Hamilton & Stott; W. Rose and A. Lewis, of Ingram & Davey, were on the energetic committee. Other places will find that it will pay them to have the builders take the matter up.

S. A. Crawford had a float in the builders' parade.

The local hardware stores will observe the Wednesday half holiday during July and August.

G. A. F.

LONDON.

July 6.—Farmers have just started haying, and for a couple of weeks hardware dealers will have to rely on city customers to keep them busy. The demand for builders' supplies keeps good.

The premises of the Scott Machine Company, on York street, had a close call from destruction by fire on Sunday afternoon. A blaze believed to have been started by an incendiary, in the oil room was spreading to the main building and but for the prompt arrival of the firemen the consequences would have been serious. The loss was slight.

A. A. Briggs has resigned his position as advertising manager for the McClary Manufacturing Company to become chief of the copy staff of the Gibbon's Advertising Agency, Montreal, and will leave here on the 14th inst. Mr. Briggs came from Toronto to take charge of McClary's advertising in August, 1907, so that he has completed two years' service with this company, whose advertising account is one of the largest in the country. He is a trained advertising man, having held the office of advertising specialist in the MacLean Publishing Company in Toronto. Besides graduating from the printing office and reporting on a daily newspaper, he has occupied positions on the editorial and business end of various publications. His articles on advertising have been accepted as authoritative by the leading advertising and business journals of the United States and his address on newspaper advertising at the Hamilton convention of the Ontario Retail Hardware Association last February was favorably commented upon.

F. T. Y.

A. A. BRIGGS.

Who Has Resigned his Position as Advertising Manager for the McClary Manufacturing Co., London.

CHATHAM.

July 6.—Saturday, circus day, is reported one of the best days yet for the hardware trade. The absence of the customary "big parade" proved very beneficial. The parade customarily keeps people on the streets all morning; but Saturday morning there was no parade, and the stores were crowded.

"We find business extremely good," remarked Ed Wanless, of the J. C. Wanless store. "An encouraging feature is the fact that cash business is the predominating feature in the growth. In fact, the growth we have experienced is all at the cash end; credit business shows a slight falling off." Several hardwaremen have observed the same tendency, indicating that money is freer and people in a better position to pay cash.

A big buggy business is being done in this section, local manufacturers and agents alike experiencing a brisk demand. The presence of so many new buggies on the streets is another indication of good times.

J. W. Fleming & Sons' hardware store store at Blenheim was broken into last week, the burglars rifling the till and securing a number of revolvers.

Jas. E. Gray booms his tinware, china and stove trade by the liberal use of cards in connection with window displays. Price cards are featured, while neat handmade cards call attention to special features. "Just the thing for summer cottagers. We can show you one in operation any day in the week," is

the suggestive legend attached to an attractive little oil stove.

W. E. P.

BRANTFORD.

July 2. Owing to the fact that one or two of the local hardware dealers held out, the hardware stores of this city will not all close on Wednesday afternoons. Watt & Squire stated that their firm will close on Wednesday afternoon excepting those weeks that there is a public holiday, for the months of July and August.

The contract for the improvements at Colborne Street Methodist Church, has been let to Eli Riddolls, at $11,000 Besides this, the heating system will be rearranged. The work will be commenced at once. Taylor & Taylor are the architects.

The tender for the alterations and additions at Park Baptist Church of P. H. Secord & Sons, contractors, has been accepted, at $12,000.

At the annual meeting of the Alabastine Co., Paris, manufacturers of Church's alabastine, a good report for the year was submitted.

Welland merchants are kicking strenuously against the maintenance of the present insurance rates since the new water works has been placed in operation.

All stores in Paris will be closed on Wednesday afternoon, to give the clerks a holiday during July and August's hot days.

A large amount of residence heating is being contracted for this summer and local plumbers are being kept busy. There is also a good deal of roofing and eavetroughing being put up, the tinsmiths being active.

The fireless cooker has already been offered to the citizens of Brantford, the Telephone City Stoves Company having been selling them for some time past. It is an article that there will be a big demand for, once the public is educated to its possibilities, its saving of fuel, and its general comfort for hot weather cookery.

The Brantford Emery Wheel Co.'s incorporation is announced. The meeting for the election of directors will be held on Saturday next.

A. W.

News from the Prairies and British Columbia

Western Boards of Trade Show Interest in Export Trade—Calgary's Splendid Building Record—New Buildings at Prince Albert and Saskatoon—New Power and Waterworks proposals at Victoria.

VICTORIA.

June 26.—E. G. Prior & Co., Victoria, have set a good example to all other businesses in town by having their premises brightened up by a coat of paint. The large block now looms up in good shape and is sure to attract a good many more customers.

Victoria's purchasing agent is calling for tenders for the supplying of cast iron water pipes, gate valves and pig lead. Tenders to be in by August 16.

Swenney & McConnell, who purchased the cutlery and sporting goods store from W. H. Adams, are making a big bid for the sporting goods trade. As a novel advertisement they put up a fine cup for a 10-mile marathon race, the start and finish of which was in front of their store. The race was a big success and attracted a very large crowd of spectators, from whom the new firm gained many costumers.

Henry Thomas, representing the Chicago Wheel Manufacturing Company, makers of carborundum and emery wheels and sharpening stones, was in town this week. Mr. Thomas found trade very good all along the route.

July 3.—Victoria is to have cheap power and light. The city council has expressed its approval of the draft agreement which the B.C. Electric Railway Co. submitted some three months ago. Under this agreement the company is to develop its plans for the putting in of a power house at Jordan meadows, where, at the expenditure of at least a million and a half dollars, dams are to be built and sufficient power generated to supply all Victoria's requirements for some years to come. In return the city agrees not to enter into competition with the company in the production of electrical energy. The company further agrees to reduce its light and power rates to Victoria consumers and spend $250,000 in the extension of its lines in and around the city. For street lighting, the company will, at any time desired supply power at one-half the cost of development at the city station.

The company has a similar agreement in Vancouver.

The new power plant at Jordan River will generate at least 10,000 horse power. The matter is to be voted on by the citizens, a by-law is to be prepared by the city solicitor.

W. B. C.

VANCOUVER.

The motor car business has been particularly brisk this season, with a little slackening up of late. Real estate was active in the earlier part of the year, with the result that much money was made quickly. This, combined with general good conditions in the way of business in general, is the cause for the buying of many automobiles.

Nelson Lang, of this city, has formed a company to manufacture his recently-invented automatic signal system for preventing collisions on inter-urban electric lines and railways. At about two miles long the line is a powerful battery, and on each car is a little square box, inside of which is arranged the signals, and on a dial is shown the position of the car in relation to others. As the car comes to a different section there is a checking sound like a telegraph instrument in action. When a car approaches from the rear, a bell sounds, and when one approaches from the front a buzzer starts up. Mr. Lang is a well-known business man, of Mount Pleasant, one of the sections of Vancouver City. The B. C. Electric Railway Company will give the invention a thorough test on its Lulu Island line. The company is composed of Robert Cassidy, F. Tuhten, F. L. Murdoff, D. G. Williams and others.

PHOENIX.

June 26.—The Morrin-Thompson Co., grocers and hardware merchants, of this city, recently acquired the excellent property on the corner of Knob Hill Ave. and Second St., and will erect a handsome store on it this year, The proposed structure will be 50x100 feet.

ROSSLAND.

June 26.—The Consolidated Mining & Smelting Co., of Trail, B.C., is having plans prepared for the extension of its refinery, so that the daily production of lead will be 100 tons. During the past two months, 2,000 tons of lead were shipped to San Francisco to be refined, the capacity of the smelter at Trail not being sufficient. For the past eleven months, the company has produced a total in metal values of $5,000,000.

R. B. B.

SASKATOON.

July 3.—Building permits issued for June amount to $105,060. On the list is the McRae apartment block, $12,000; the McClary Manufacturing Co.'s warehouse, $2,000; McKay block, $7,500; Bowerman block, $30,000; and residences for the following, R. E. L. Clark, $2,000; W. Jeffery, $2,000; A. Olsen, $4,000; G. W. Hamilton, $3,000; H. Chubb, $2,500; J. W. Jermyn, $2,000; A. E. York, $2,000; Mrs. Gunn, $2,300; A. H. Hanson, $4,500; H. Elford, $2,300; J. McConnell, $2,200; M. C. Hamilton, $2,500; J. C. Bryce, $2,500. The remainder is made up of smaller residences and cottages. The amount of permits issued for the first half of the year is $432,145.

Tenders are being called for on an eight room school for Saskatoon East.

The contract for the erection of the new Union Bank on 2nd avenue has been let to F. H. Webb for $28,500. Two storeys will be built this year but the walls and foundations are to be made strong enough to carry other three which can be added later.

The city council have passed an

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

SECOND-HAND eight foot squaring shear, in first class condition. Wheeler and Bain, Toronto. (26)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED Horning press. Apply 530 Delaware Avenue, Toronto. (24)

BUSINESS CHANCES.

Does your business need more money? Would you like to secure an active or silent partner? An outlay of 50c. or $1 for a small ad under the heading, would probably put you in touch with the right man.

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

MISCELLANEOUS

CUT DOWN YOUR PRINTING BILLS one half, by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile typewritten letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a WRITERPRESS to run off circulars and letters, sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ontario.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The Light Touch MONARCH is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King St. West, Toronto, Ont.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

PRACTICAL TINSMITH, who understands furnace setting and general work, and who can demonstrate the selling points of McClary's Famous stoves, to go to Manitoba. Town 700 population, permanent position, wages $60 per month and a good house. Apply for particulars to The McClary Mfg. Co., London, Ont. (29)

WANTED—At once, hardware clerk. Must be good stock keeper and window dresser. Highest wages paid to the right man. Address Drawer 12, New Liskeard. (28)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

HARDWARE CLERK, reliable, good book-keeper and office-man wants position. Four years' experience; splendid references. Box 859, HARDWARE AND METAL, Toronto. (28)

HARDWAREMAN, 14 years' experience, wants better position. Advertiser, HARDWARE AND METAL, Toronto. (28)

POSITION AS TRAVELER—Seven years experience in retail store. Best of references; twenty-three years of age; strictly sober. Box 864, HARDWARE AND METAL, Toronto. (28)

TECHNICAL BOOKS

ESTIMATING, by Edward Nichols, Architect. 140 pp. 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

TECHNICAL BOOKS

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto.

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid. The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

THE ROOFING, CORNICE AND SKYLIGHT MANUAL.—Consists of 3 articles: Tin Roofing, including flat and standing seam roofing; Cornice Work, describing equipment for country shop and method of developing patterns; Skylight Construction, treating of a skylight without a ventilator and also with a ventilator in the top. 175 pages, 170 illustrations, 13 plates. Price $1.50. MacLean Publishing Co., Technical Book Dept., 10 Front Street East, Toronto, Canada.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

SUCCESSFUL ADVERTISING, HOW TO ACCOMPLISH IT, by J. Angus Macdonald.—Authoritative work by an advertising expert, setting forth the inner advertising principles of each business clearly and briefly. Contents include Ad. Building, Retail Advertising All the Year Round, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. The suggestions are applicable to any trade. Price $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East-Toronto.

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge. Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting 430 pages (10 x 13 inches), 744 illustrations. Price $5.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St, East, Toronto.

amended by-law regulating plumbing in the city.

Gilpin and McEown, hardware merchants, 22nd street, have dissolved partnership. This business is carried on as McEown & Co.

At a recent meeting of the board of governors of the University of Saskatchewan, it was decided to erect the following buildings this year, a building for general purposes to cost about $200,000; a residence for boys to cost from $80,000 to $100,000; a powerhouse with heating and lighting plant costing about $35,000. The architect chosen to prepare plans for the university and buildings connected therewith is D. R. Brown, of Montreal.

The proprietors of the Pioneer Hardware Co., of Wilkie, J. J. Gunn and A. J. Scott, have sold out their business to the Wilkie Hardware Co. McMillan, Reid and Moore form the new company. The Pioneer store was one of the first to go up on Wilkie townsite when it was thrown open by the C.P.R. about a year ago.

A new Presbyterian church is being built at Zelma. The building is a frame one 24 x 36. The site was donated.

D. G. R.

PRINCE ALBERT.

July 3.—Building operations in the city are fairly active and becoming more so as the season advances. Some buildings under way are the Agnew block on Selkirk avenue, the Goodfellow block on River street, the Masonic temple and the collegiate institute. The permit has been taken out for a $4.000 addition to the Prince Albert Hotel. Tenders are being called for on a new steam laundry and other buildings are spoken of ; among them a new office building for the Imperial Bank. A block is also spoken of to be erected adjoining the Queen's Hotel and another near the Agnew block. A. A. Anderson is building a frame house and Robert Clunie is putting up a building on River street.

D. G R.

REGINA.

July 5.—In the first of a series of commercial baseball games played here on June 25, the Peart Bros. Hardware Co. defeated the City Electrical staff to the tune of 25 to 7. They also added another scalp to their belt when they took the Armstrong, Smyth & Dowswell team into camp by the score of 17 to 3. The Peart Bros. team lined up as follows: Ecclestone, pitcher; G. Y. Smith. 2nd; V. Agobsewig, c.f.; Ney, catcher; D. Balster, ss.; Spike Little, r.f.; Flowers, 1st; J. Frank, l.f.; M. B. Peart, 3rd.

MOOSE JAW.

June 23.—We regret that in the past little news has appeared from Moose Jaw, the largest city in the Province of Saskatchewan, in reference to the hardware trade. This, we hope, will not lead the outside world to believe that there are no hardware stores in Moose Jaw, for the trade is well represented.

A. E. McKenzie moved further west this spring into larger quarters on High Street West.

The Moose Jaw Hardware Co. are enlarging their premises considerably at present.

All the prospects point to a bumper crop.

J. H. Buchanan, the purchaser of G. K. Smith's business last fall, is adding improvements to his store premises.

S. W.

CALGARY.

July 3.—The building permits issued in Calgary for the month of May amounted to $370,650, which amount is over $2,000 more than even Edmonton despite their new government buildings. The figures for the same month last year were $77,350, the increase in percentage being 379.18. Building during the month of June amounted to $202,710, which is a large increase over the corresponding month last year, record of which shows a total of $147,700.

A. M. Marshall left for Edmonton on June 24, and from there was going to visit Winnipeg before returning home.

The contract has been let to Wilson & Hurst for two $5,000 residences to be built on American Hill, one for Mr. Hutton, of the Northern Bank, and the other for E. Hart Nichols, solicitor.

A $4.500 flour warehouse is being built in East Calgary for the Western Milling Co.

C. D. Tapprell is having a $5,000 residence built in Mount Royal.

A permit has been issued to Ellis & Geogan for a new $13,000 warehouse.

A. R. A.

WINNIPEG.

July 6.—A matter of interest to Western manufacturers is the criticism of Canadian manufacturers generally, made by A. W. Donley, Canadian trade commissioner in Mexico.

At the recent meeting of the Boards of Trade of Western Canada, the question relative to the appointing of trade agents in Mexico was discussed. It was conceded, however, by the majority that the Dominion Government commissioner was responsible for the extension of Canada's trade in that country. And the proper course for the manufacturers to take, was to notify the commissioner of his desire to open up trade in Mexico and the problem would be solved. It would seem now, however, from the remarks of A. W. Donley that his position did not authorize him to act as private commissioner for any firm. He says that Canadian manufacturers have a splendid field before them in Mexico, and as a proof of this he states that the United States provides 60 per cent. of everything imported by Mexico. The American exports are rapidly increasing, and there is no reason why Canada, which manufactures similar lines to those exported by the country to the south, should not develop a strong trade relationship with Mexico, if only the manufacturer would put resident agents, travelers and advertisers in the field.

The commissioner was not aware of the conclusions of the delegates in convention at Saskatoon, and incidentally he has put himself right with the manufacturer. The only course open to the manufacturer, if he wishes to enlarge his trade beyond the borders of this country, is to become directly responsible for his own trade.

The Boards of Trade are to be commended for their interest in the extension of Canada's trade. It may be that through the influence of the board, a special agent will be appointed to represent the manufacturers of Western Canada. This was the idea presented at the convention, and which was discouraged owing to the lack of information as to the duties of the Dominion Goverament commissioner.

D. F. Burke was in Winnipeg a few days ago from Port Arthur to ascertain what could be done at the present time with reference to the sale in the prairie provinces of the products of the blast furnaces of Port Arthur. In the opinion of Mr. Burke there is no reason why the products which now come from Great Britain should not come from the head of the lakes where extensive iron and steel works are located.

The Winnipeg jobbers' credit clearing house recently sold to C. Tadman, Winnipeg, the stock in trade consisting of hardware of N. H. Lightly & Co., Main street. Mr. Tadman, who for the past seven years has been associated with L. Abramvitch, a local merchant, will continue the business.

The management of the retail house of the J. H. Ashdown Company evidently believe that "a good display is half the battle." Last week a beautiful window was presented to the public gaze, where a canoe and row boat were exhibited. The canoe was suspended from the window loft and underneath was the boat resting on a light frame. It is affirmed that several splendid sales have been made as a result of this display.

Malcolm Isbister, who for the past three years has been in the employ of Buhl & Son, Detroit, Michigan, has been engaged as clerk in the store of R. Wyatt of this city. Mr. Isbister is a nephew of Malcolm Isbister, a retail hardware merchant in Saskatoon.

Western Iron magnates have become interested in the iron ore deposits which have been discovered near the Canadian border in Minnesota. Although it is not in Canadian territory it is possible that the deposits extend to this side of the border. The Rainy River district will be exploited in the hope that rich ores may be discovered. Several Duluth men who have interests in Western Canada have acquired vast areas of land in Minnesota, where the ore is proven to exist in various places.

A. L. Barrett, of the Vulcan Iron Works, stated that the findings in Minnesota would not affect the iron trade in Western Canada. If the territory proved fruitful in the Canadian Rainy River district, no doubt smelters would be built at the mines and possibly in Winnipeg to produce the pig iron. At present the pig iron for the Vulcan Iron Works here is brought from Hamilton, Ont.

"V" CRIMP-ROOFING CORRUGATED IRON

METAL SHINGLES AND SIDING

PAINTED AND GALVANIZED
Made from Best Quality Steel Sheets

This is a profitable line for you to handle
WRITE FOR OUR PRICES

Exhibition visitors are invited to visit our exhibit in Manufacturers' Building.

The Winnipeg Ceiling and Roofing Co.

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The largest distributors of **BRUSHES** in Western Canada.

Jobbing Headquarters for

Whiting's Brushes
English Solid Back Horse Brushes
English Solid Back Scrub Brushes
Fine Varnish Brushes
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Paper Hangers' Tools

Write for Brush Book and Discounts

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GIVES PERFECT LIGHT
FOR SALE EVERYWHERE

Three In One

We have just issued under one cover new booklet containing

First
Illustrations.

Second
descriptive matter.

Third
list prices of our complete line of

Furnaces and Furnace Materials
and
Boilers and Boiler Materials

Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us today.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Perhaps there is no particular time of the year when the trade takes on a more sane aspect than at present. In the winter months business as a rule is dull. As spring blossoms out there is an extra rush and exuberance which the merchant can scarcely control. But now business is settled down smoothly and agreeably active. This is the period when the general lines of hardware are in demand, and since many retailers are advertising themselves as specialists, each and all are making satisfactory progress.

The wholesale houses are very active bringing in goods from the manufacturer, taking advantage of the lake and rail shipping rates. The wholesale output is not so heavy this month as that of the month of May. Wholesalers are very optimistic, however, owing to the glowing reports from every point in the west regarding the crop outlook. Manitoba alone is capable of sustaining the wholesale houses of Winnipeg, and on account of this local wholesalers are not alarmed at the fact that several western cities and towns, particularly Saskatoon, is rapidly developing into wholesale centres.

The market situation is quite featureless this week. The demand for wire is heavy, and the price is firm.

The mills of the Manitoba Gypsum Co. Ltd. were entirely destroyed by fire on the morning of July 3.

A unique retail hardware store is that of Henri Cusson's of St. Boniface, where exclusively builders' hardware is sold. The store is in connection with a large lumber and planing mill which is under the same management. Mr. Cusson caters extensively to the contractors who find it convenient to purchase lumber and hardware supplies under one contract. The trade has been quite heavy this summer with the builders in all sections of the city.

Paint manufacturers and contractors are preparing for a big rush of work which will commence in about six weeks when some of the large buildings now under construction will be ready for the brush. Every painter in the city will find plenty of interior work to keep him employed during the coming winter.

Arrangements have recently been completed for the erection of a warehouse in Calgary for J. H. Ashdown Hardware Company. L.C.H.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.80 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1. $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7. $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 per cent.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90· 2, $1.60; octagon, extra. $2.30; 1, $1.60.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, Etc. — Pressed, retinned and plan, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60: Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

ROPE Sisal, 10¼; pure manila, 12¾; British manila, 11¼c; lath yarn, 9¼c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galzanized, $4.30; 26, $3.55 and $4.55.

BAR IRON—Bar iron, $2,35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.50; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE — Black pipe, ¼ in., $2.50; ⅜, $2.85; ⅛, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2. $14.50; 2½, $24.40; 3. $31.50; 3½, $39.50; 4 $45; 4½, $52; 5, $58; 6. $75. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20. $4.10; 24, $4.30; 26, $4.70,; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9; ½ box, $4.75; IX. full box, $9; ½ box, $5.75; IXX., full box, $13; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case. $2.45; Family Safety, 24c; Search Light, 22c; Sterling Light, 24c; engine gasolene, 22½c; White Lily, 23c; Royal, 22½c.

PAINTS AND OILS — White lead. pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.40; in kegs, $2.55; turpentine, bbl. lots, 67c per gal. linseed oil, raw, 69c; boiled oil, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM and "Bell," $5.00 base.

HORSE NAILS—MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.55 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under. 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—22c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

Anvils and Vises
Machinery Steel
Wire Rope

IN STOCK

A. C. LESLIE & CO.,
LIMITED
MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

"My wife bought a quart of Sherwin-Williams Paint here not long ago, and it was so much better than what we had been getting at the other store, that we thought everything else might be better, too, and so have traded here since."

The incident referred to in the following letter, received not long ago from our good agent in a thriving Ontario metropolis, illustrates the advantage of handling standard, high-quality goods like Sherwin-Williams Paints and Varnishes. This letter also shows what one merchant thinks of the S-W. Agency:

SIRS:

My experience with the S-W. Line convinces me that every agent should be a full line man. The S-W. Line is so well advertised that when you mention that what you are offering a customer is the S-W. Paint, Varnish, or whatever it is, he or she recognizes the name, and in all probability has unconsciously formed a good opinion of it—the sale is half made to begin with. The attractive thing to me about selling S-W. Products is that I can talk quality, not price.

I am afraid of taking up too much room, but I would like to tell a story of what actually happened in my store a couple of months ago. I was serving a customer whose face had become familiar within the last month or so. I wished to show him that I was aware that he had been trading with me lately and said so to him. He said: "I used to trade with So-and-So (naming one of my competitors), but my wife, more by accident than anything else, bought a quart of S-W. Paint here not long ago, and it was so much better than what we had been getting at the other store, that we thought everything else might be better, too, and so have traded here since."

Yours very truly,
(Name furnished on request.)

Write us today for full particulars regarding the Sherwin-Williams Agency

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
CANADIAN HEADQUARTERS AND PLANT, 639 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C. 607

Do You Want Anything ?

Try a Condensed Ad in Hardware and Metal, it will get you what you want. Two cents a word first insertion, one cent a word each subsequent insertion.

The Western Stove Makers
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.

ART GLASS

We have issued a new catalogue showing many of our latest designs, and have mailed one to each dealer. If you have not received one, drop us a card, and we will mail you another. Get in line with a CATALOGUE—There's profit in selling Art Glass.

WINNIPEG PAINT AND GLASS CO., Limited
Calgary Paint and Glass Co., Limited

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

An electric railway may be built from Edmonton to Pigeon Lake.

Friedman Bros., Montreal will build an up-to-date planing factory.

Toronto is trying to secure the Canadian Northern Railway shops.

The Postum Cereal Company will erect a $10,000 plant at Windsor.

The Imperial Vacuum Machinery Company, is to establish a factory at Brantford.

The Edwards Manufacturing Company Toronto, are erecting a new building to cost $7,000.

A wagon factory may be established at Port Arthur if the city guarantees an issue of bonds.

A glue factory may be established at Port Saxon, N.S., by Dr. James H. Mclanson, Gloucester, N.S.

The Dominion Copper Company's mines at Greenwood, B.C., are to reopen in August after nine months shutdown.

The C.P.R. shops at West Toronto are to be enlarged the company having taken out a permit for the erection of a new $30,000 building.

The Borland Carriage Company, Stratford, will be reorganized as the Stratford Carriage & Motor Company, with $100,000 capital.

The Western Milling Company, Calgary, will rebuild their elevator destroyed by fire a few months ago. The estimated cost is $12,000.

The Rainy Lake Lumber Company will this fall erect a large sawmill with a capacity of 100,000,000 feet per annum at Fort Frances, Ont.

Campbellford ratepayers have approved a by-law to give the Northumberland Pulp Company a fixed assessment of $3,000 for ten years on a pulp mill to cost $10,000.

Frederick Harcourt, managing director of the Loose Leaf Ledger Company, is negotiating with the Fredericton, N.B., Board of Trade with a view to establishing a factory in that city.

Rhodes Curry & Co., Amherst, N.S., have absorbed the Malleable Iron Company of that place and the entire Company will be reorganized with increased capitalization. Locomotive shops will be added to the industry.

Municipal Undertakings.

Work has begun on the New Liskeard water system.

Baddeck, N.S., is to establish a waterworks system.

New Liskeard is considering the extension of its sewerage system.

Extensions are to be made to the sewer system at North Vancouver.

Regina is asking for tenders for sewer pipe and waterworks supplies.

North Toronto citizens are discussing the establishment of a new sewage system.

Sewerage extensions totalling about $70,000 are planned at Fairview, a suburb of Vancouver.

Toronto is to ask for tenders for 31,000 feet of 12-inch water pipe for extensions in recently annexed districts.

Vernon, B.C. ratepayers have passed by-laws to issue $75,000, 5 per cent., 25 years, waterworks and $30,000, 20 years, school debentures.

The B. C. Electric Railway is to spend $2,000,000 during the next two years on a power plant at Victoria, B.C. The railway system will be extended and the company agrees to reduce the rates charged for lighting and power.

Hamilton to-day is one of the most cheaply illuminated cities on the continent. The Cataract Power Company last night entered on the new five-year street lighting contract, by which arc lamps cost only $47.50, as compared with $84 paid under the old contract. Under the new contract about 600 arc lights, almost two hundred more than under the old contract, will be used.

Sarnia ratepayers have voted in favor of the extension of the gas franchise to the Sarnia Gas & Electric Light Co., for a term of twenty years, the by-law being carried by a majority of 555. The Sarnia Gas Company have completed a contract to pipe gas from the Tilbury field and sell it for fourteen cents per thousand feet for manufacturing purposes and thirty cents per thousand for domestic use.

Building Notes.

A Grenier, Quebec, Que., will build a $4,000 house.

W. Moffat, Portage la Prairie, Man., will build two residences.

J. T. Davis Montreal, will erect a large modern residence.

W. A. Noble, Hamilton, will build a brick house, to cost $2,500.

Tenders are being called for the large new C.N.R. hotel at Port Arthur.

R. A. Burris is contemplating the erection of a brick block at Port Arthur.

Building permits in Stratford were $25,000 in May and $20,344 in June.

The Dominion Trust Company is to erect an office building at Victoria, B.C.

Mrs. J. T. Warrington, Toronto, is to erect an apartment building to cost $38,000.

The Union Bank has purchased a site on Jasper Avenue, Edmonton, for a modern office building.

Excavating has started for a fine business block, which will be built for Neil McMillan, Moose Jaw.

Building permits at Fort William for June, were $307,000, and for the first six months of 1909, $1,979,445.

Buildings to the value of $150,000 were begun at Moncton since January 1, nearly all being private dwellings.

M. M. Webb, contractor, has purchased a large tract of land at Hamilton, and intends erecting 68 working-men's houses.

Building permits at Vancouver totalled $650,000 in June, and $3,500,000 for the first six months of 1909. June's increase was 100 per cent.

The contract for building the new G. T. R. station at Ottawa has been awarded to Peter Lyall & Sons, Montreal. The station will cost $500,000.

Building permits issued at Sydney, N. S., in May showed an increase of 455 per cent. over the same month last year. Brandon, Man., showed 564 per cent. increase, and Berlin 190, London 79 and Peterboro 54 per cent.

The contract for the construction of a handsome new apartment house at the corner of Georgia and Bute Streets, by James D. Bryce has been awarded by Henry B. Watson, architect, to Dissette & Dean. The cost is $75,000.

Recent Winnipeg building permits include:—J. E. Wilson, two houses, $2,800 each; H. A. Wilson, house, $2,500; H. Holdeison, house, $3,000, Cochrane & McGarvin, house $2,000; T. R. Billet, house, $9,000, and T. E. Ames, four stores, $11,000.

Recent building permits in Toronto include:—R. B. Storey, pair dwellings, $10,000; J. F. Eby, four pair dwellings, $20,000; F. Courtmarche, two pair dwellings, $10,000; A. D. Petrie, pair dwellings, $5,000; H. G. Horton, pair stores, $6,000; C. R. S. Dinnick, house, $5,000.

There is no slackening in the building activity in Toronto, and the returns for the month of June indicate an increase of nearly 100 per cent., when compared with the corresponding month last year. Following are the statistics from January 1 to June 30. Approximate value of buildings January 1 to June 30, in 1908, $5,013,245, in 1909 $829 375; approximate value of buildings for the month of June, 1908, $1,055,405; 1909 $2,011,545.

Public Buildings

The Winnipeg Christian Scientists will build a new church.

Tenders are wanted for a new town hall, at Strathcona.

A new separate school building will be erected in Clarkstown, Ont.

Plans for the new $15,000 school at Watrous, Sask., are now ready.

A site for a new fire hall has been bought at Swift Current, Sask.

A $12,000 addition will be made to the House of Industry, Toronto.

A new Catholic church will be erected at St. Gabriel de Brandon, Quebec.

The Estevan, Sask., School Board has accepted plans for an 8-roomed school.

Plans have been completed for a new Methodist church, at Rocanville, Sask.

The Orpheum Theatre Circuit propose to build in Winnipeg a new opera house.

A 12-room brick school is to be put up at Raymond, Alta., to cost $20,000.

D. P. Bate, Saskatoon, is getting plans for a $90,000 collegiate institute.

Killarney, Man. is asking for tenders for the erection of a new $10,000 town hall.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

Hammer the Hammer

or do anything else you wouldn't dare to do to a near safe revolver and it won't shoot. You must pull the trigger to fire it.

It's just as sure of profit to you as it is safe to its owner.

IVER JOHNSON

SAFETY AUTOMATIC REVOLVERS

Our advertising corresponds in character and extent to the excellence of our goods. Iver Johnson goods are on no premium lists and are sold only through the trade where possible.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Pacific Coast Branch; Phil B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns & Iver Johnson Truss Bridge Bicycles.

THE OPPORTUNE MOMENT

'If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

Rates 2c. per word for first inser'
1c. " " subsequent "
5c. additional each insertion for box number.

THE SECRET OF GOOD IRON IS IN THE HEATING.

Our iron is chemically 'correct,' without flaws, and uniform throughout. Remember that London bolts and bars are always reliable.

LONDON ROLLING MILL CO., LTD.

LONDON, CAN.

Persons addressing advertisers will kindly mention having seen the advertisement in this paper.

A new building is to be erected for the Kootenay Lake general hospital at Nelson.

The Ruthenians will build a $9,000 church in the Norwood district, Edmonton.

A Presbyterian college will be built at Moose Jaw. A site has already been selected.

The Moose Jaw Board of Trade want the early construction of a land titles building.

The plans for the new divisional schools at Revelstoke call for a $40,000 building.

Dauphin, Man., ratepayers have voted to expend $60,000 for a new school building.

A by-law has been passed by Dresden, Ont., ratepayers to issue $20,000 school debentures.

Tenders for the erection of the Regina, Sask. hospital building will close on July 19.

Tenders were recently called for the new Anglican church at Moose Jaw, to cost $35,000.

Tenders were recently taken for four room addition and assembly hall to the Dauphin south school.

Tenders were recently taken by J. Turner, Winnipeg, for a two storey addition to Brooklands School.

Plans for the new $100,000 provincial asylum at Selkirk, Man., are ready and tenders will be called shortly.

Stratford ratepayers will vote on a by-law to raise $15,000 for the enlargement of the general hospital.

The G.T.R. will shortly commence the construction of a station at South Indian, 22 miles east of Ottawa.

J. C. Cahoon and S. S. Newton secured the contract to build the new $40,000 school at Raymond, Alta.

Cahoon & Newton have been awarded the contract to erect the Taylor Academy at Cardston, Alta. Cost $41,000.

Belleville will vote on a by-law to raise $70,000 for the purchase of three school sites and the erection of school buildings.

The by-law to provide $70,000 for the erection of three new public schools at Belleville was defeated on July 5 by 375 votes.

The contract for the construction of a new court house at Fernie, B.C., has been awarded to J. A. Broley at about $70,000.

Port Arthur council has appropriated $40,000 additional for a new collegiate school. The sum of $60,000 had already been granted.

The Orillia Public School Board has prepared plans for alterations and improvements to various schools amounting to about $16,000.

A permit was granted for a $10,000 Sunday school which the congregation of St. Paul's Presbyterian Church, Toronto, will erect, adjoining the church.

The contract for the construction of the new Presbyterian Church at Burnside, Man., has been awarded to Bedman & Oburn, of Portage la Prairie, at $2,397.

Queen's University, Kingston, will erect two new science buildings one for chemistry and the other for mining and metallurgy. A new club house will also be erected.

A permit was issued to Baynes & Horie for the construction of the new High School at Grandview, B.C. The value is $40,000 and the work of construction will be pushed forward without delay.

The tender of the Forest City Paving Co. to do the excavating, brick and stone work, steel work and carpentering work in connection with the addition to Wortley Road school, London, for $11,840, has been accepted.

The permit has been issued for the erection of the new $160,000 building for the Toronto University. The excavation has already been made on the southeast corner of Bloor and Spadina streets. The contract for the erection of the new Empire public school of eight rooms at Moose Jaw has been awarded to R. N. Willoughby. For the heating and plumbing the tenders were: Moose Jaw Hardware Company, $4,598; James Ballantyne Company, $4,700; Higgins & Mohr, for plumbing only, $1,700. The Hardware Company's tender was accepted.

Toronto is to spend $405,000 for new school sites and extensions. Detai's are as follows: New building for Northwest high school, $150,000; addition to Riverdale high school, $5,000; enlargement of Balmy Beach school, four rooms $25,000; enlargement of Kimberley Avenue school, six rooms, $35,000; new school on Jones Avenue, eight rooms, $50,000; enlargement of new building to replace Parkdale school, $40,000; for new school to take the place of Elizabeth Street school, $50,000; new sites and enlargements of present sites, $50.-000.

BOUNTIES PAID LAST YEAR.

The total amount paid in bounties by the Government for the last fiscal year ending March 1, 1909, was $2,467,306, a decrease of $330,555 as compared with 1907-08. On the pig iron last year the bounty paid amounted to $693,423, as compared with $863,816 for the preceding year. On steel the bounty was $838 100, as compared with $1,092,200. On wire rods, $333,090, as compared with $347,134

Lead bounties totalled $807,433, an increase of $256,432.

The bounty on manila fibre was $34,-561, a decrease of $7,422.

On crude petroleum the bounty was $260,698, a decrease of $130,518.

The production of pig iron was 609,-431 tons, a decrease of 74,348 tons. The production of steel was 570,588 tons, a decrease of 91,351 tons. In the production of pig iron, Canadian ore was used to the amount of 79,735 tons, and foreign ore was used to the amount of 107,586 tons.

ENVELOPE STAMPING MACHINE.

A little device being placed on the market by the Drummond, Ludlow Co., New York City, weighing but one pound and a half, and about 6½x3 in., takes a roll of five hundred stamps placed in the magazine, and stamps these one by one on envelopes by action of the handle returning from the base plunger through an appurtenance underneath in a small tank containing water, with a wick about the length of a stamp (⅛ of an inch wide). All the operator has to do is to push down the machine on the envelope and a stamp is affixed, the wetting, cutting-off, and affixing being done with one pressure of the hand. This unique appliance saves the inconvenience of having to take off stamps single, and moisten them either by tongue or sponge, and it is claimed that stamps can be placed on mail ten times faster than by hand.

Upon these machines being submitted to the postal authorities, at Washington, the Government immediately authorized the issue of stamps in rolls of five hundred, so that business firms

Envelope Stamping Machine.

would be able to make use of the device. Negotiations are now on with the postal authorities at Ottawa, to have them do as the United States Government have done. The advent of this machine will naturally depend upon the Canadian Government putting up their stamps in rolls the same as the United States Government are now doing.

TIN IN NEWFOUNDLAND.

J. E. Ray, Canadian Trade Commissioner at St. John's, Newfoundland, reports a discovery of tin on the northeast coast of Newfoundland. It is not yet definite as to in what quantity the tin exists. So far all reported discoveries of tin deposits in Alaska, Vancouver Island and other parts of America have not resulted in any mining operations.

PRACTICAL ADVICE.

If the trade is rather backward
  With the tin;
Get a move on very sudden;
  Coax them in.
If the goods are slow in moving
  Shove them out;
Make a noise so all can hear you,
  Loudly shout.
Wake the echoes of your section
  With your cries!
Wake the sluggard buying public—
  Advertise!
Merchants who are slow in motion
  Must discard that fogy notion,
Give to business all devotion—
  Advertise!

The Retail Paint Trade

A CONTINUOUS SEASON.

The paint dealer who thinks that there are certain rigid seasons controlling the consumption of paint, makes a very grave mistake. Paint is for all days of the year, for in the depth of winter when outdoor work is impossible, there is always plenty of scope indoors for paints, enamels and varnish. The merchant, therefore, who shortsightedly imagines that there is only a spring and fall painting season and slackens off in his selling efforts at the termination of these periods, is spoiling his chances. There are also cases where although the dealer is not so conservative, and believes that there is some painting to be done, yet slackens off his efforts in so far as to have no paint display right through the summer months. And during this time his customers are rapidly forgetting the fact that the merchant is carrying a good line of paint.

A case of this description was recently brought to our notice by a manufacturer. He had taken great pains at the commencement of the spring to instruct a new agent into the best methods of pushing his paints. He had sent him the best material for window and interior display, he had sent him a list of "don'ts," and had followed up all names supplied by the merchant. The manufacturer was pleased to find that his efforts were being rewarded with success, as the dealer sent in a good repeat order, and seemed to be firmly established in the business. But after the spring rush was over the merchant in question was lost sight of. No communication came from him at all, and so the manufacturer determined to vist the merchant and have a talk with him. On arriving at his destination, he was pleased to find that the store was a smart looking one, and the interior bright and well arranged. There was plenty of advertising matter about, but he could see none supplied by him. The paint stock was in a fairly good position however, and in clean condition. Naturally the first question which was fired at the dealer was, "Why don't you show some of my advertising stuff with the others." The reply was somewhat staggering. "Well, you see, the painting season is now over for a time, and so I am pushing other goods that are more in demand. During the spring campaign I gave your matter good space, and ran a paint window of some kind or other all the way through." "When will you bring forward your paint again," was the next question. "Oh, in time for the fall painting."

It need not be said that the manufacturer set to work to inform the dealer what an absurd mistake he was making, and how, even if there were only two rigid painting seasons, he was neutralising all his past efforts by allowing his customers to forget that paint was being carried, and that when the stuff

THE particular dealer we want to get in touch with this time is the man who is tired of handling the kind of paints and varnishes and enamels that don't pay shelf-rent—the dust-catcher kind nobody ever calls for twice, and few people even once. There's news for that dealer in the selling-power of FLOORGLAZE (the king of solid-color floor enamels), GRANITINE (the floor finish that wears amazingly) and quite a few other lines of ours that make good.

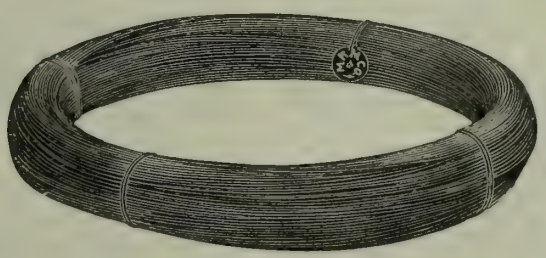
If that dealer wears your hat it will pay you to ask us questions this very day

Send for Sample Can of FLOORGLAZE, or GRANITINE

Stocks at Toronto (6 Morse Street), Winnipeg (108 Princess Street), and Vancouver (550 Beatty Street)

IMPERIAL VARNISH & COLOR CO., Ltd., TORONTO

IMPERIAL



Hay Baling Wire

The quality of our Annealed Hay Baling Wire is peculiarly suited to the work of hay pressing.

We have always given to this class of Wire special care and attention in making, our desire being to supply an article that will give satisfaction.

Our wire is strong and tough, and will stand the necessary strain.

Specify "M.R.M." when ordering, as in doing so, you will be sure to get Wire that will do the work required of it in a satisfactory manner.

THE MONTREAL ROLLING MILLS CO.

was wanted the store was the right place from which to buy. Paint education is a matter of repeated hard knocks. Unless the customer is a thorough convert to the gospel of paint he wants the matter driven home repeatedly.

But the manufacturer went on to inform the merchant that there was more than two seasons for paint, there was a continuous season. With all the specialties now on the market, the enamels, bronzes, stains, etc., there were lines at the disposal of the dealer, which could, with good reason, be pushed at all times. And so the dealer in question, brought out his advertising matter which he had carefully put away until the fall, produced his brushes from a drawer, and gave his customers an oportunity of seeing that he was willing to sell paint at any time.

The dealer who wants to extent his field must constantly show his wares to his customers. He must overcome that procrastination of the property owner, who thinks he will now postpone his painting until the fall, for when the fall comes, the probability is that the painting will be left off until the following spring, and go on until the house becomes too diplapidated to be worth painting. The paint merchant must never relax his energy. He must regularly have his paint window display; and keep his advertising matter in front of his customers. Let there be no day in the week when in some form or other paint does not catch the eye — figuratively, not literally, of course—of the customer and passerby. It is only by continually preaching the merits of paint that the dealer will reap his proper reward.

Paint and Oil Markets

MONTREAL.

July 9.—Trade is holding up remarkably well. The shortness of stocks in dealers' hands is still apparent from the fact that the majority of orders are marked rush. This is a healthy state for business to be in from a manufacturers and jobbers point of view, although on occasions it makes the shipping departments very busy. There are no unusual features to report regarding market conditions. Oils and ground white lead are moving in good bulk, while all the other lines, with the exception may be of red lead, are showing activity.

TURPENTINE—Owing to heavy stocks the market has not been following so closely Southern conditions as would otherwise have been the case. The recent active buying has, however, depleted supplies, and in consequence the local price has taken an upward turn. With an advance of 4c we now quote turpentine at 61c for single barrels net 30 days.

LINSEED OIL.—Good weather conditions for painting have induced active buying both for raw and boiled linseed oil. The steadiness now prevailing in quotations is a powerful factor in inducing purchases. We quote: Raw, 1 to 4 barrels, 63c; 5 to 9 barrels, 62c; boiled, 1 to 4 barrels, 66c; less than barrels 5c per gallon added, package extra; strictly net 30 days.

GROUND WHITE LEAD.—Shipments are fully up to expectations, and it is thought that a very good turnover will be experienced for some time. Indeed the outlook seems so favorable that it is anticipated that there will be a record summer for shipments in all grades of white lead. There are no changes in quotations. Strictly pure, $5.60 to $6.10, according to brand, and No. 1. $5.10 to $5.60 f.o.b., Montreal.

RED LEAD.—This article seems to have fallen somewhat into a rut. The demand is about the same, and there is no change in market conditions or quotations. Genuine red lead in casks, $4.50; in 100-lb. kegs $5; less quantities at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

WHITE ZINC.—The demand continues good, and stocks both in dry white zinc, and in ground zinc are showing the effects of the prevailing tendency to use plenty of white paint. We quote: Dry V. M. Red Seal, 7½; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY.—Owing to the recent advance chiefly in putty which is put up in bladders there has been somewhat of a check in shipments. The falling off in bladder putty has not been entirely offset by any increasing call for putty in iron packages. We quote: Standard putty, 800 lbs., in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs., in barrels, $2.15; in 100-lb. cases, $2.25; in 25-lb. drums, $2.10; 25-lb tins, $2.15; 12½-lb. tins, $2.35, f.o.b., Montreal.

TORONTO.

July 9.—A most satisfactory trade is being done by paint manufacturers and jobbers and instead of the usual relaxation looked for in July, a steady demand exists, the call being for immediate shipment, this indicating that stocks in retail stores are pretty well broken up. Particularly has the demand been brisk for white lead, some jobbers having difficulty in supplying orders promptly.

Linseed oil prices have advanced one cent and turpentine is also higher in the south and unsettled in Toronto. The crop of gum harvested this spring has been mostly distilled and reports indicate a smaller supply than expected, speculators taking advantage of this to run prices up at Savannah from 38 to 44 cents. Old stocks may bring the prices down later on, but as most buying in the north is for present require-

The Painter Knows

That's Why He Asks For

"ENGLISH"

LIQUID PAINT

He knows that the shades are clean, clear and perfect.

He knows that the guarantee formula appears on the can.

He knows that the white base is

70% Pure White Lead
30% Pure White Zinc

thinned with pure linseed oil, turpentine and dryer.

It suits him. This is only one of the reasons why progressive dealers are taking up the agency.

Just send us a postal card for prices and selling plans

BRANDRAM-HENDERSON LIMITED

Montreal **Halifax**
St. John **Winnipeg**

IT PAYS to SELL ONLY the BEST

For durability, richness of appearance, brilliancy, service and wear—a generally all round and satisfactory paint—there is nothing that quite equals that pleasure given to the customers by

MOORE'S HOUSE COLORS

A Pure Linseed Oil Paint.

Moore's paints are moderate in price, but are perfectly pure. Their quality is high-grade throughout. They are lasting, durable and attractive and withstand the attack of wind and weather, rain or shine as no other preparation does. They are the kind that create permanent patronage, and permanent patronage is what builds up the good-will, profits and reputation of your business.

WRITE FOR COLOR CARDS AND PRICES.

BENJAMIN MOORE & COMPANY, Limited

TORONTO NEW YORK CHICAGO CLEVELAND

AGENCIES

A. M. Bell & Co., Halifax, N.S.
Emerson & Fisher, St. John, N.B.
Hanbury Hardware Co., Brandon, Man.
Enterprise Hardware Co., Saskatoon, Sask.

ELASTICA

The Greatest of All Floor Finishes

WHY?

Because it gives the housewife great pleasure, and by reason of the fact that it is so easy to apply, so quick to dry, and so lasting in results.

It is a varnish for floors that is tough, elastic, durable and will not show marks or scratches.

It is the great delight of female customers, and if you satisfy them you go a long way in capturing the trade of the man also.

ARE YOU HANDLING ELASTICA?

INTERNATIONAL VARNISH COMPANY, Limited

TORONTO

MAKERS OF FINE VARNISHES

Branch of the **STANDARD** VARNISH WORKS New York, Chicago London, Berlin, Brussels.

ments the market here naturally follows the prices quoted in the south. The quotations in Toronto run all the way from 59c to 65c, the former quotation being made by a Montreal house. Another concern quotes 62c, but the majority are asking 64c to 65c, claiming that "turp" cannot be laid down here and sold at a profit, in barrels, for less than 64c. To further complicate the situation, a representative of an American concern is offering a cut price article which he guarantees to be pure, although making shipments from a northern city. Retailers will have to make their own price under the circumstances, but it would be well to buy only from firms having headquarters in Canada, as "guarantees" from foreign concerns have a questionable value.

TURPENTINE—Local prices continue unsettled, although conditions are firmer in the primary market. Quotations are made as low as 59c to 62c for single barrels, but the prevailing figure is 65c for single barrels; 64c up to five barrels, and 70c in five-gallon lots.

LINSEED OIL—Prices are one cent higher than last week, 64c and 66c being asked for raw and boiled in single barrels. Five-barrel lots are 63c and 10-barrel lots 62c.

WHITE LEAD—The situation is unchanged, with prices the same as last week; No. 1 is $5.50 to $5,75; pure white runs from $5,90 to $6.10, with a superior grade at $6.35. Red lead is unchanged in price, $4.50 for casks and $4.75 to $4.80 for hundred-pound lots.

GLASS AND PUTTY—Demand is fair and prospects for a big trade in the fall are bright. Bulk in casks is $1.75; 100-lb. drums, $2; bladders, in barrels, $2.15; cases, $2.25; 25-lb. drums (loose) $2.10; 25-lb. tins (foreign) cases, $2.15; 12½-lb. tins, $2.35.

STAINS AND VARNISHES—Business is of a sorting-up character, with a fair amount moving. Whiting is being sold in fair quantity.

PETROLEUM—Prices are unchanged at 13½c for prime white, 15½c for water white, and 17½c for Pratt's astral. Motor gasolene is 16½c, and benzine, 15½c.

HOW TO USE WOOD STAINS.

Hardware dealers who handle wood stains may offer the following advice for their use to their trade:

When the stains are applied by dipping, it is worth while to apply a brush coat after the shingles are laid, as it evens up the color effect, and covers up raw edges which may be left where the shingles have been cut to fit corners, window frames, etc. It also adds to the permanency of the color. If applied by a brush coating, two coats should always be used, because one coat is not a thorough job in any material.

In applying the stains care should be taken to see that they are kept thoroughly stirred, and are applied to dry wood, in order that the coloring effect may be uniform and permanent. Shaking or rolling the package is not sufficient to completely incorporate the pigment and the vehicle—the stain should be stirred to the bottom with a stick until the coloring matter is all in suspension.

In dipping it is an economy to fasten brushes at the top of the dipping tub and draw the shingles through them as they are dipped. This saves stain and hastens the drying. The shingles should not be soaked in the stain, but dipped in and out as quickly as possible, and after dipping should be thrown in a loose pile, so that the free circulation of the air will dry them quickly. One man can dip 7,000 shingles per day, but three can dip 25,000, because they work to better advantage. But two-thirds the length of the shingle need be dipped.

BRUSHES AND BRISTLES.

The British Brush Manufacturers' Association has taken up the subject of when a brush can be called "all bristle." It has decided that this term "applies exclusively to material obtained from a pig's back," the term "hair" being "used to describe material obtained from animals other than a pig." The attempt to establish this definition shows that up to the present, says a brush authority, this meaning has not been attached to the words, and in making contracts it is apparently desirable to specify "all bristle, that is, all pig's bristles."

HOW LINSEED OIL IS MADE.

The manufacture of linseed oil is generally considered a simple process, but while this is true as to some of the steps, the process has to be carefully guarded from the beginning to the end, and in addition, the proper handling of the oil after it is produced is essential to secure the best results. Flaxseed as it comes from the farmer's hands is mixed with various impurities, such as wheat, corn, mustard, rape and weed seeds of all sorts. If these are not eliminated so far as it can be done before crushing, the result is an inferior quality of linseed oil.

A prominent crusher thus describes the process of manufacture: "It is the practice in the best managed mills to reclean the flaxseed, reducing the impurities to a minimum, thereby insuring a superior grade of oil, as well as cake. After the flaxseed is cleaned it is passed through a series of rolls and crushed under heavy pressure. It is then warmed by steam in jacketed heaters, which put the crushed flaxseed in condition to yield oil readily under additional pressure, which is applied in hydraulic presses to the extent of, say 3,800 pounds to the square inch, the crushed flaxseed having previously been molded in the form of a cake about fourteen inches wide and thirty inches long and placed in cloths made of camel's hair. After the oil is thus extracted, it is filtered, them stored in tanks and allowed to settle; and when necessary is refiltered before being offered to the trade."

The above is what is known as the "old process" of linseed oil manufacture.

THE HARDWAREMAN WHO DESIRES TO ACCOMPLISH MORE BUSINESS THAN HE IS NOW DOING SHOULD PURCHASE THE VARNISHES AND PAINTS OF THE CANADA PAINT COMPANY.

PROGRESS MARKS THE DISTRICT WHERE THE CANADA PAINT COMPANY'S VARNISHES AND PAINTS ARE NOW IN VOGUE.

SUCCESS IN ADVERTISING DEPENDS UPON GOOD COPY, A GOOD PAPER (LIKE "HARDWARE AND METAL") AND GOOD STOCK TO KEEP FAITH WITH THE PUBLIC.

FREQUENT ATTEMPTS ARE MADE TO DISPLACE THE MANUFACTURES OF THE CANADA PAINT COMPANY, BUT THEY PROVE FUTILE.

THE MID-SUMMER LULL IN BUSINESS IS SUPPOSED TO BE IN EVIDENCE, BUT THE CANADA PAINT COMPANY ARE RUNNING FULL "BLAST" IN EVERY DEPARTMENT, AND, FIVE NIGHTS A WEEK, WORKING UNTIL 8 P.M.

Ramsay's Varnishes

One of the greatest lines for profit in the business is the Varnish Line.

Study this line carefully. You ought to have the profit.

Varnishes in tin provide the best profit, because it is quick and no waste.

The Ramsay lines of Varnishes are leading everywhere, because they have the greatest value for the smallest price. They are favorites.

Here is one of them.

Ramsay's Universal Varnish is the big leader to-day. It has been out, tried and proved for years.

It is in general use for Counters, Doors, Carriages, Sleighs, Floors, Desks, Boats, Wainscots, Oilcloths, Etc.

Have Ramsay's Universal and you have a varnish for all.

Drop us a card and we wlll tell you more about it.

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842 **Varnish Makers**

THE FINISHED PRODUCT

That is the test, that is the criterion by which all things are judged. If the finish—the tout ensemble effect—is faulty, all the rest of the work counts for naught. This is the reason why you should sell only the best, most uniform and high-grade varnish, such as

STANDARD FINISHING VARNISHES

They possess that lustre and sheen, that clearness and elasticity, free working properties, durability, hardness, reliability, which spell perfection in finishing liquids.

Send for our Booklet

Standard Paint and Varnish Co., Limited
Windsor, Ontario

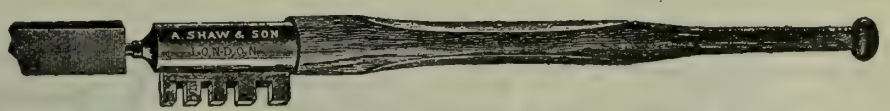
THE DOUGALL VARNISH CO., LTD.

Successors to
McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

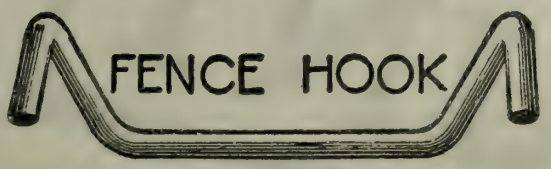
A. SHAW & SON, London, Eng.

CANADIAN AGENTS

Godfrey S. Pelton & Son, 203 St. Nicholas Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"OUR SEASONABLE LINES ARE PROFITABLE"

Get our Prices on
SAND SCREENING,
GRAVEL SCREENS,
CONCRETE REINFORCEMENT,
CELLAR WINDOW GUARDS,
lined with fly cloth,
HORSE and DOG MUZZLES.
Trellises for Climbing Vines and Garden Bordering

CANADA WIRE GOODS MFG. CO.
HAMILTON, - ONTARIO
We make Jail Cells and Gratings of every description.

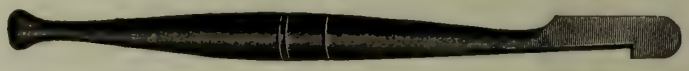
WHY DON'T YOU SELL

THE BEST SOO LINE

BARK SPUDS

Made of Steel, with Maple Handles

FOR PEELING TAN BARK



June and July are the months they are used, and there are lots of them used where hemlock grows. We couldn't supply them fast enough last season. Have a large stock ready for prompt shipment now. If you never sold them, try them now. We'll guarantee the sale of all we make. Write for free samples for stock or for your travellers who sell goods in the hemlock country.

CANADIAN LOGGING TOOL CO., LIMITED

SAULT STE. MARIE, ONTARIO

MEN WHO SELL THINGS

By Walter D. Moody.

This "Salesman's Blue Book" gives the up-to-date methods of solving the problems which confront the average seller of goods. These practical and stimulating suggestions, written in vigorous and entertaining style, are based on twenty years' experience. It is specially written for Manufacturers, Merchants, Employers, Salesmen and all Sellers of Goods for it will show them HOW TO INCREASE BUSINESS. The three maxims of this book are—"How to Get Out of The Rut"; 'How to Increase the Efficiency of Your Selling Service"; "How to Encourage a Higher Standard of Salesmanship on the part of Your Men or in Yourself." 279 pages. Net, $1.00. By Mail, $1.10.

TECHNICAL BOOKS, 10 Front Street East, Toronto

FRESH PAINT

Look Out

for **unknown** paints—they're slow sellers. Look out for "shelf" paints—they're loafers. What you want is paint that sells and satisfies.

MARTIN-SENOUR PAINTS

do both, because they are quality paints. They are paints of known standing—of fair profit—and of repeat orders.

The reason a stock of Martin-Senour Paint is **Fresh Paint** is simply because they don't stay on your shelves. Our sales pushing co-operative scheme will keep your stock moving—therefore fresh—and this wins the confidence of your customers. Ask for our plans, terms, etc.

Montreal - **MARTIN-SENOUR CO., Ltd.,** - *Chicago*

Pioneers Pure Paints

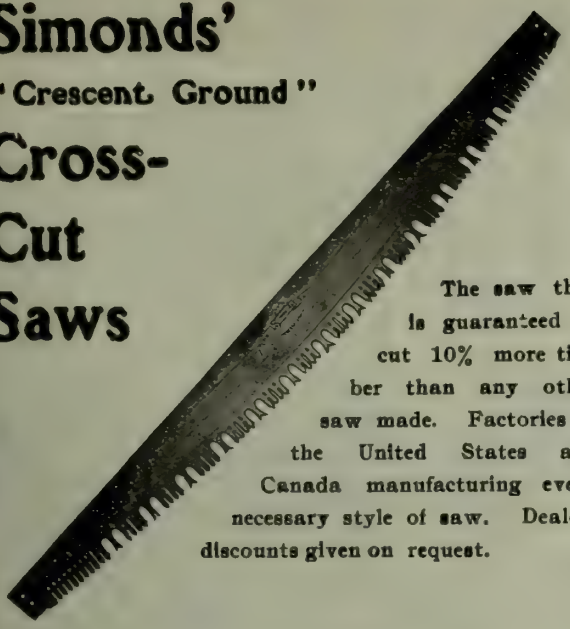
THE WINNIPEG PAINT & GLASS CO., Ltd., Winnipeg

THE MARITIME PAINT & VARNISH CO., Ltd., Halifax, N. S.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Vancouver, B.C. St. John, N.B.

STEAMBOATS

The first officially recognized steamboat was the Robert Fulton, but who would think of using the Robert Fulton to-day if she was in commission, with the Mauretania and Kronprinzessin Cecille available. We are the only ones in the Mauretania class.

The U.S. Government may have granted copyrights to the Lampblack Manufacturers years ago, but they have not only granted the Bear makers copyrights on their Germantown labels, but they USE the Bear Lampblack.

U.S. GOVERNMENT COPYRIGHT, No. 40462
CANADIAN GOVERNMENT COPYRIGHT, No. 56

Look for the BEAR on the label if you want Real Lampblack

Made only by the Largest Makers of Fine Blacks in the World.

Wilckes Martin Wilckes Co.
135 WILLIAM STREET : : : NEW YORK CITY
E. FIELDING, Toronto Agent

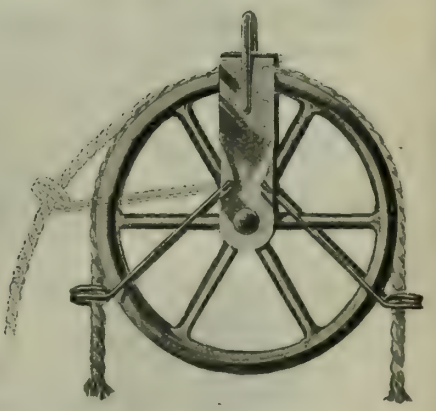
Lessens the Work of Women.

You know, Mr. Hardwareman, if you secure the good-will of the ladies you get possession of a profitable trade.

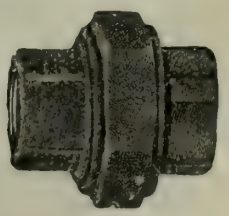
The "Rollston Easy" Pulley

is the best known device for reducing the labor of hanging out the clothes. It is so simple that a child can operate it. It is a great selling article. Get our prices.

THE C. S. ROLLSTON HARDWARE SPECIALTY CO., VANCOUVER, B.C.



Stop the Leaks



The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED
144 William Street, Montreal

Turn Your Losses Into Profits

Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Cut 6—Under the Floor Outfit.

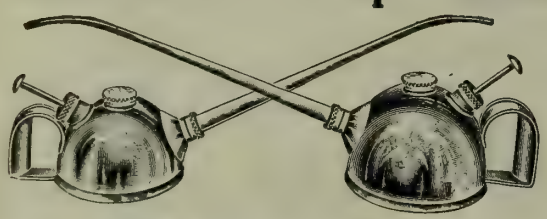
Is not an investment like this at least worth a thorough Investigation? It will cost you but one cent to send a postal for Catalog 5446. Write to-day.

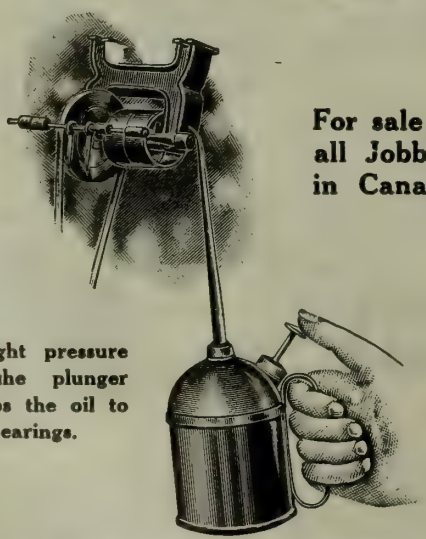
S. F. Bowser & Co., Limited

66-68 Fraser Ave - TORONTO

If you have an old Bowser and Want a new one, write for our liberal exchange offer.

Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois, U.S.A.

Adjustable "S" Nut Wrench

The most useful tool for working in confined corners and other places where a monkey wrench is next thing to useless. The operating nut is so placed as to be easily adjusted by the thumb of the hand holding the wrench.

Our catalog will interest you—Send for a copy.

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

TRADE B&C MARK

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf

THE
STANDARD CANADIAN
COW TIE
(NIAGARA PATTERN)
MADE ONLY BY THE
ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS,
ONTARIO.

When the BEST costs no more, Can YOU afford to give your Customers an inferior Cow Tie?

Compare the "NIAGARA" Cow tie with others. It is 10 to 20% stronger, it has EIGHT ADJUSTMENT LINKS — others have four — making it unnecessary for the dealer to carry so many sizes.

EVERY LINK formed on the principle of the SQUARE KNOT making the STRONGEST CHAIN EVER PRODUCED

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.

ADVERTISEMENTS WE LIKE TO LOSE

Most firms dislike losing business. It usually means the customer is dissatisfied and that is a serious matter. We have just received a letter, however, which is an

EXCEPTION TO THE RULE

R. H. Tetlock, of Unionville, Ont., sent us the following advertisement :

> FIRST-CLASS set of tinners' tools complete with benches, cheap if sold at once. For particulars write Box 54, Unionville.

He instructed us to insert it four times. After three insertions he wrote us as follows, under date of Feb. 4, 1908 :

> "Please discontinue my ad., 'Tinsmiths' Tools for Sale,' as I have sold satisfactorily, through the assistance of your valuable paper."

The advertisement cost 80 cents for the three insertions.

Surely it was a good investment.

Hardware and Metal
Montreal Toronto Winnipeg

BIG PROFITS TO THE DEALER

and

CUSTOMERS THOROUGHLY SATISFIED

when sold

Island City Shingle Stains

Look Well and Wear Well

WRITE FOR SAMPLE PACKS AND PRICES

P. D. DODS & CO.
Limited

AGENCIES

J. H. Morin & Co. - - Toronto, Ont.
The Western Paint Co. - Winnipeg, Man.
The Capital Paint & Oil Co. - Ottawa, Ont.

HEAD OFFICES AND WORKS
MONTREAL

Steel Rules, Gauges
Etc.

CHESTERMAN'S

MEASURING TAPES

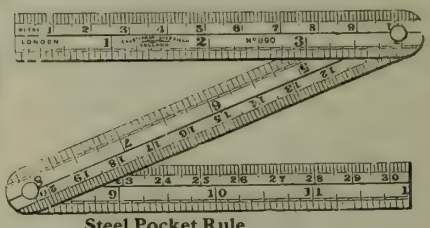
Linen and Steel

Trade J C Marks

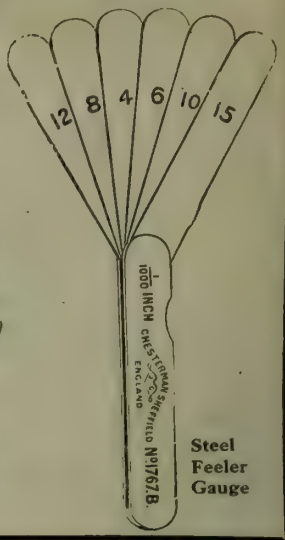
CONSTANTIA J C

TRE BLE

Engineers' Small Tools



Steel Pocket Rule



Steel Feeler Gauge

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 120 Coristine Bldg., Montreal

Easy to grind as a watch to wind

PEERLESS FREEZER

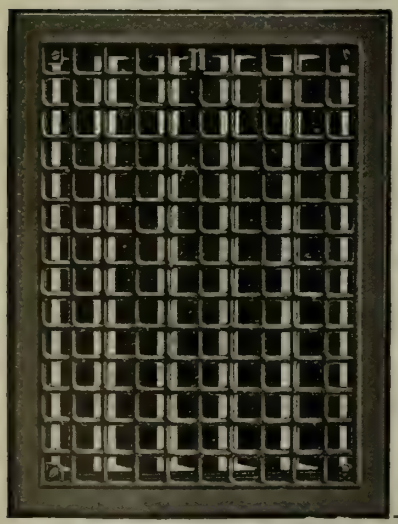
Peerless Freezer
Sold Everywhere
Universally Successful

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.

Dana Mop Wringe takes a Woman off her knees

Dana Food Chopper

THE DANA MFG. CO., CINCINNATI, O.



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY Co.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. Office: CHICAGO, ILL.

Are you interested in any of the lines that are advertised?

A postcard will bring you price list and full information.

Don't forget to mention HARDWARE AND METAL.

HERCULES

Sash Cord

Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to you, too.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

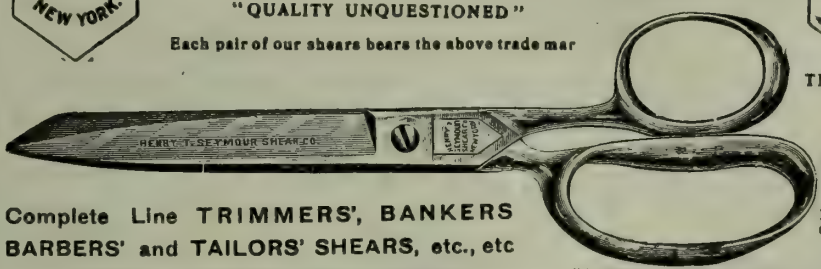
have been the Standard for over seventy yea

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mar

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

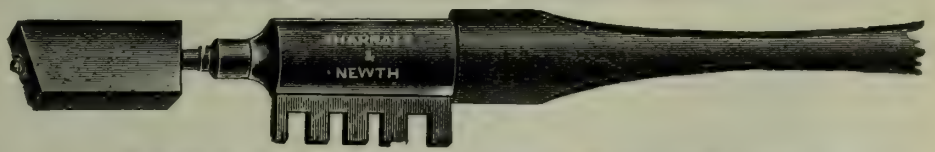
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLONS LTD., 455 St. Paul Street
MONTREAL

There's Money in the Roof

Not much in one roof, perhaps, but just think of the number of roofs in your locality! Maybe lots of them will soon have to be repaired. Why not get in touch with our immense stock of roofing material? Our prices are right and our deliveries are always prompt. Ask us about "Genasco" Ready Roofing.

ALEX. McARTHUR & CO., Limited

82 McGill Street — MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ....per lb.......	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.........	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal Extra, 21c. per lb,; No. 1, 10c,; 2, 8c.; 3, 7c; Langwell's anifriction metal (special), 15c.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb......	0 22
Tubing, iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot..............	14 25	14 25
Cut lengths, round, bars, ½ to 2 in...		21 00
Plain sheets, 14 oz..............		21 00
Plain, 16 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base................		26 00
Braziers' (in sheets). 4x8 base...		20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60
Galvanized—	Dom. Crown.	Ordinary
18x24x52................	4 45	4 25
60................	4 70	4 40
20x28x80................	8 90	8 70
....	9 40	9 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20....	3 70	3 50	3 65	....
22-24....	2 95	3 75	3 75	3 95
26......	4 20	4 00	4 15	4 20
28......	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. .... " 28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		19 25
Middlesboro, No. 3 pig iron..	16 75	19 50
Summerlee, No. 2 " ..	19 00	20 00
Carron No. 1	20 50	....
Carron, special......	19 50	....
Carron, soft	19 00	....
Cleveland, No. 1	17 50	20 50
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron........	32 00	32 50
Ferro Nickel pig iron (Soo)....	....	25 00
Angles..................base	2 60	2 60
Common bar, per 100 lb......	1 85	1 95
Forged iron	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel...........	1 85	2 05
Sleigh shoe steel............	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel.....	0 15	0 15
Toe calk steel...............	2 35	2 50
Mining cast steel....	0 07½	0 08
High speed..................	0 60	0 60
Capital tool steel...........	0 50	....
Cammell Laird..................		0 16
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel..............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$32 50	32 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C, 14 x 20 base	....	$6 00
IX, 14x20 "	....	6 50
IXX, 14x20 base	....	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base..........	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 25

Bright Cokes.

Bessemer Steel—

I.C., 14 x 20 base.........	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—

I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	6 75

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 55	3 65
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.

Cut sheets to size, 1c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks....................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..............	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass....	0 10	0 09¾
" yellow brass	0 08	0 08½
Light brass................	0 06½	0 06¾
Tea lead..........	0 02½	0 02½
Heavy lead................	0 02¾	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No.1	14 50	14 00
Stove plate................	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers....	0 07½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.

Standard Compression work, 65 p.c.

High grade compression work, 60 p.c.

Cushion work. 55 per cent.

Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.

Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.

J. M T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.

J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.

Kerr extra standard globes, angles and checks, 60 p.c.

Kerr Jenkins' disc, standard valves, 62½ p.c.

Kerr copper alloy disc standard globe, angle and check valves. 62½ p.c.

Kerr standard radiator disc valves, 65 and 10 p.c; Jenkin disc and quick opening hot water radiator valves, 75 p.c.

Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged. 62½ and 10 p.c.

Kerr N P. Union elbows, 75 p.c.

Kerr "Radium" valve discs, 45 p.c.

Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " " ...... "	1 65
No 7 Fuller " " .... "	2 00
No. 4½, " .... "	2 00
Patent Compression Cushion, basin cock, hot and cold, each..........	$1.25
Patent Compression Cushion, bath cock, No. 2208, each................	2 20

Square head brass cocks, 55; iron, 60 p.c.

Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC

Bathtubs, 5 feet. 2½ inch rim, $15.50.

Roll rim sinks, 18 x 30 $7 85.

Flat rim sinks, 15 x 24, $2; 18 x 30, $2.35: 18 x 36, $3.50.

Low down closet combinations, $14.50.

Laundry tubs, double, complete, $25.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.

Furnaces—45 per cent.

Registers—70 per cent.

Hot Water Boilers—50 and 10 per cent.

Hot Water Radiators—50 and 10 per cent.

Steam Radiators—50, 10 and 2½ per cent.

Wall Radiators—50 and 10 p.c.

Specials—25 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.

Lead waste, 27½ p.c. off.

Caulking lead, 4½c. per pound.

Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch........	2 03	⅛ inch........	2 86
¼ "	2 25	¼ "	3 08
⅜ "	2 63	⅜ "	3 48
½ "	3 16	½ "	4 31
1 "	4 54	1 "	6 19
1¼ "	6 19	1¼ "	8 44
1½ "	7 43	1½ "	10 13
2 "	9 90	2 "	13 50
2½ "	15 81	2½ "	21 56
3 "	20 76	3 "	28 31
3½ "	26 13	3½ "	35 63
4 "	29 70	4 "	40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 70 standard bushings, 70; headers, 70; flanged unions 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.

7 and 8-in. pipe, 40 per cent.

Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb......	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping........................	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked..................	0 05½
Green copperas (green vitrol).........	0 01
Sugar of lead......................	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.		....	0 08
Chrome yellow	"	....	0 16
Golden ochre	"	....	0 10
French "	"	....	0 04
Chrome green	"	....	0 09
French permanent green	"	....	0 13
Signwriters' black	"	....	0 15
Marine black, 25 lb. irons..........			0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

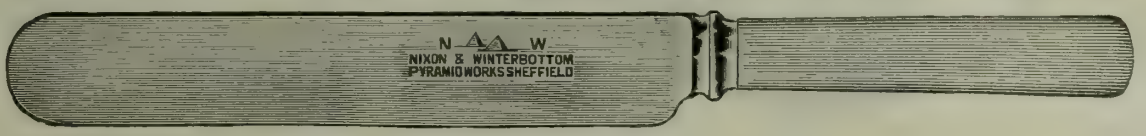
Barrels	0 16½
25-lb. drums..........	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs........	0 09

MARK OF MERIT

When this appears on your cutlery it is a warranty of worth---an article that you can recommend.



"PYRAMID" CUTLERY

is something that you can both sell and endorse. For finish, fineness of material and attractive appearance it appeals to retailer and purchaser. SOLD BY LEADING JOBBERS IN CANADA.

MANUFACTURED BY **Nixon & Winterbottom, Limited,** at Sheffield, England

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins..	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 16½
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 61 0 62
Linseed Oil, " raw	0 63 0 64
" " boiled	0 66 0 67

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 35
Decorators' Pure	5 85	6 10
No. 1 Canadian	5 50	5 75
Munro's Select Flake White	6 10	6 35
Elephant Genuine	6 10	6 35
Tiger Pure	5 75	5 85
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 75	7 00
" Anchor," pure	5 65	5 90
Ramsay's Pure Lead	5 65	6 00
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		6 00
Robertson's C.P., lead	5 60	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00
No. 1, casks, per 100 lbs	4 00	4 00
No. 1, kegs, per 100 lbs	4 50	4 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
" union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastillite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 00
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 35 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 80
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre 32" & 60", per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Cans, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 70	1 75
Belgium	1 60	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
" Iron Clad " cotton		2 10
Iron Clad " paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" high	27 50	35 00
Fire clay (Scotch), net ton		4 95

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 25
over 12 in. "	3 25
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—		
¼ x 5	per gross	2 25
5-16 x 5	"	3 40

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 50 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to .2 lbs	0 95

SASH CORD.

No 12, per lb	0 27

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	0 18

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit, "	9 60	11 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	4 50	6 85

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 53

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, 7 oz	0 35
Ladies claw, handled, doz	9 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 2

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round 5 inch. per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 5 lb., 18 inch, $5 dozen
Picks, 17 cents per lb.
Pick handles, $1 25 dozen.
Prospectors' hammers, 20 cents per lb
Drilling hammers, 5 cents per lb.
Crowbars, 3½ cents per lb.

Electro Silver Plate

The Grape Pattern

Note the daintiness and beauty of design in these spoons. That is the reason they sell so steadily. They wear well and afford you some conception of the choice lines that we manufacture.

Every dealer is authorized to make good our guarantee.

THE McGLASHAN CLARKE CO., Limited, Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont. DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz....... ...	1 15
Ivory, No. 1282, 2 foot, each...........	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 15 per cent

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

adian discount, 40 p.c.

SCREW DRIVERS.

Sargent's ....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 p.c; No. 3 and 4 grade, 45 p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft, each....	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821....	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith........................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	50
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail..................	....	4 25
Crown	....	4 85
Crescent........	....	6 50
vereign..............	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen......	2 25
Defiance, dozen..............	2 75
Gem, dozen.........................	7 50

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅝-inch....per gross	....	9 00
" " ¾ " .... "	....	10 00
" " ⅞ " .... "	....	12 00
Leather, 1-inch ......per doz.	....	4 00
Leather, 1¼ " ...... "	....	5 20
Web................. "	....	2 45

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31
Niagara Spray Nozzles, doz	8 30

Less 5 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " neckyokes, 36 in......	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in ..	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..............	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's....................		0 13½
Berg's, per lb.......		0 12½
Brook's.....................		0 12½
Pipe Vise, Hinge, No. 1.......		3 50
" " " No. 2.......		5 50
Saw Vise.....................	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts...................	60
Bolt Ends.....................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list......	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
C ewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6 00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d..........................	3 80	3 25
3d..........................	2 85	2 95
4 and 5d.........	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d..................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 5 00
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring, 40c.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's.............	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and
Hutton's "Cross Arrow" flatware, 42½ "Singalese" and "Alaska" Nevada ver flatware, 42 p c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40 pruning, 70.
Seymour's, 50 and 10 per cent.

CLAUSS FETLOCK SHEARS

Hand forged from finest steel and welded on a perfect steel forging. Positively guaranteed and if not satisfactory, exchangeable.

MERCHANTS, WRITE FOR CATALOGUE WITH TRADE DISCOUNT.

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.
Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELLED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.
Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 00

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.
Common, cork-lined, 35 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
13 " " "	4 30

FACTORY MILK CANS.
Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast, per doz.	5 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE
Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

PIECED WARE.
Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES
Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS
Lithographed, 60 and 10

OIL STOVES AND OVENS
Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, discount 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p c.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain and retinned, 75 and 12½

WIRE

ANNEALED CUT HAY BAILING WIRE.
No. 10, $3.80; No. 11, $3.9 ; No. 12 and 13, $4; No. 13½ $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.
High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.
Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.
Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7. — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.
$2.25 base f.o.b., Montreal.

GALVANIZED WIRE.
From stock, f.o.b. Montreal — 100 lb., Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2 25; 10, $2.75; 11, $2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.30; No. 10 gauge, 5c extra; No. 11 gauge, 15c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 50	2 85

F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	8 10

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square " "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Dairy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
onnor Gearless Motor Washer	372 50

20 per cent.

WRINGERS.

Royal Canadian, 11 in.. doz	42 25
Improved Royal Canadian, 11 in	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in	45 75
Ottawa, 3 year, 11 in	52 00
Favorite 5 year, 1 in	53 00

20 per cent.

MISCELLANEOUS

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.
Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21 0 22
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply	0 25
" " 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 5 ; Richelieu, 50.
Warren new Standard, 35; Champion, 4 ; Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 10	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb. "			24 00
200 lb. and over			60 00

INDEX TO ADVERTISERS.

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

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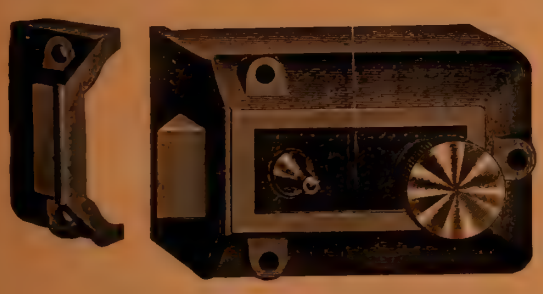

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B. & S. H. Thompson & Co., Ltd.

381-383 St. Paul St., Montreal, P.Q.

Rubber Belting. For Mines, Lumber Mills, Tanneries, Flour Mills, Grain Elevators, and General Factory Service.

Ask For These Brands: "PARA," "Lumber King" (for regular transmission), "Keewatin" and "Columbia" (friction surface - for high speeds and small pulleys), "Canadian" for conveying ore, grain, etc. No matter how special the conditions, we have a rubber belt guaranteed to do the work.

Rubber Hose. For every regular and special purpose—Hot and Cold Water, Chemical, Brewers, Pneumatic Tool, Air Drill, Steam, etc.

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RUBBER MATS, MATTING and PLAIN RUBBER FLOORING — "Canadian" Interlocking Tiling, "Diamond" Inlaid Rubber Flooring MOULDED GOODS and SPECIALTIES—For all purposes. RUBBER CLOTHING and a full line of rubbered textile goods. "Canadian" Automobile and Carriage Tires.

Write for our handsome catalogues, or drop a line to our nearest Sales Branch, and our representative will call upon you.

The Canadian Rubber Co. of Montreal

LIMITED

St. John, N.B.
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A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

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MONTREAL, 701-702 Eastern Townships Bank Bldg. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Bldg. LONDON, ENG., 88 Fleet St., E.C

VOL. XXI. PUBLICATION OFFICE: TORONTO, JULY 3, 1909 NO. 27.

ANVILS BITS

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MANUFACTURER OF

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REGISTERED TRADE MARK

HARDWARE

SPECIALITIES OF ALL DESCRIPTIONS

PLYERS VICES

For Sale by Leading Wholesale Houses.

CORRUGATED IRON

with this brand means you are getting a

TRADE MARK REDCLIFFE

Soft, Light, Uniform Iron

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
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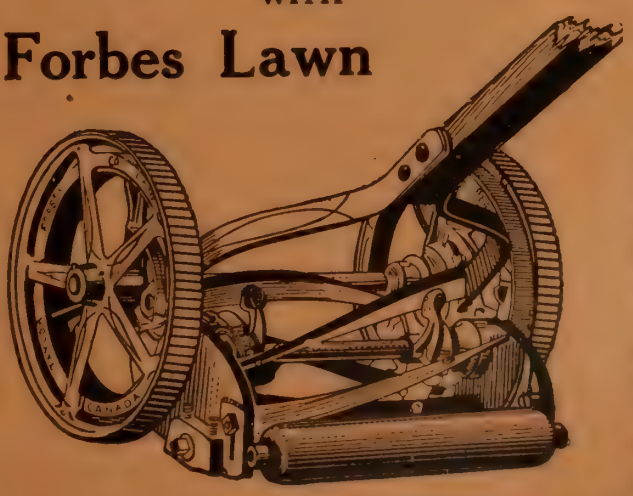
Swing Into Line, Please

WITH

Taylor-Forbes Lawn Mowers



They are carried by ninety per cent. of the jobbers and by fully as large a percentage of the retail dealers throughout the country who know what lawn mower efficiency, capability and salability are—thus giving satisfaction all around.

Our goods possess a prestige that no other mower can boast of. We help you to sell them, not only by making a superior machine, but by our extensive advertising methods, making known everywhere the Taylor-Forbes machine.

Taylor-Forbes Co., Limited

Largest Manufacturers of Lawn Mowers in Canada

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Guelph - Ontario

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Don't Wait for Something to Turn Up. Try a "WANT AD."

Would You Lead Your Competitors?

To do this, secure the control of a line that has conspicuous merit—that stands out from the ordinary. In this class comes

The Enterprise Blazer Furnace

with special features all its own that commend it at once to the customer who wants a good thing and to the dealer who is desirous of building his business on a good foundation.

The BLAZER is the result of wide experience in the furnace line. Space prevents our giving further particulars here, but we shall have pleasure in sending illustrated circulars giving sizes, prices and full description of its many good points, including the patent Fire-pot used in this furnace.

Agents Wanted Everywhere. Write Us At Once.

THE ENTERPRISE FOUNDRY CO., Ltd., Sackville, N.B.

Makers of High-grade Stoves and Ranges

DISTRIBUTING WAREHOUSES

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The White Mop Wringer

is a simple device which fits any pail without fastening and **presses the mop very dry** by a **gentle pressure** on the lever.

Every home needs one. Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

Each Wringer is Warranted

MADE IN CANADA

Order from your jobber or from us.

White Mop Wringer Co.

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This Trade Mark guarantees Satisfaction.

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That Will Stand the Strain

There is nothing more annoying to your customer than to buy an Axe Handle, take it home and then find that the wood has split or broken when subjected to some severe test.

Our Handles are not that kind. They are made of the best growth, properly seasoned wood, and so shaped that they are equal to any emergency.

ARE YOU SELLING

STILL'S AXE HANDLES?

THEY COST NO MORE
THAN INFERIOR MAKES.

J. H. Still Manufacturing Co.

Limited

St. Thomas, Ontario

ICE CREAM FREEZERS THAT SELL

THEY ARE
Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

THEY EXCEL IN
Easy Running
Quick Freezing
Economy
Convenience
Practical Results

"LIGHTNING"

"GEM"

"BLIZZARD"

THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers.

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Dealers, Take Notice!

25 Years Ago we began manufacturing Metallic Roofing. The first years were trying ones, but our policy, adopted at the start—PROTECTION TO THE DEALERS—together with the fact that only the highest quality material is used in the manufacture of our roofing, won out, and placed us at the top.

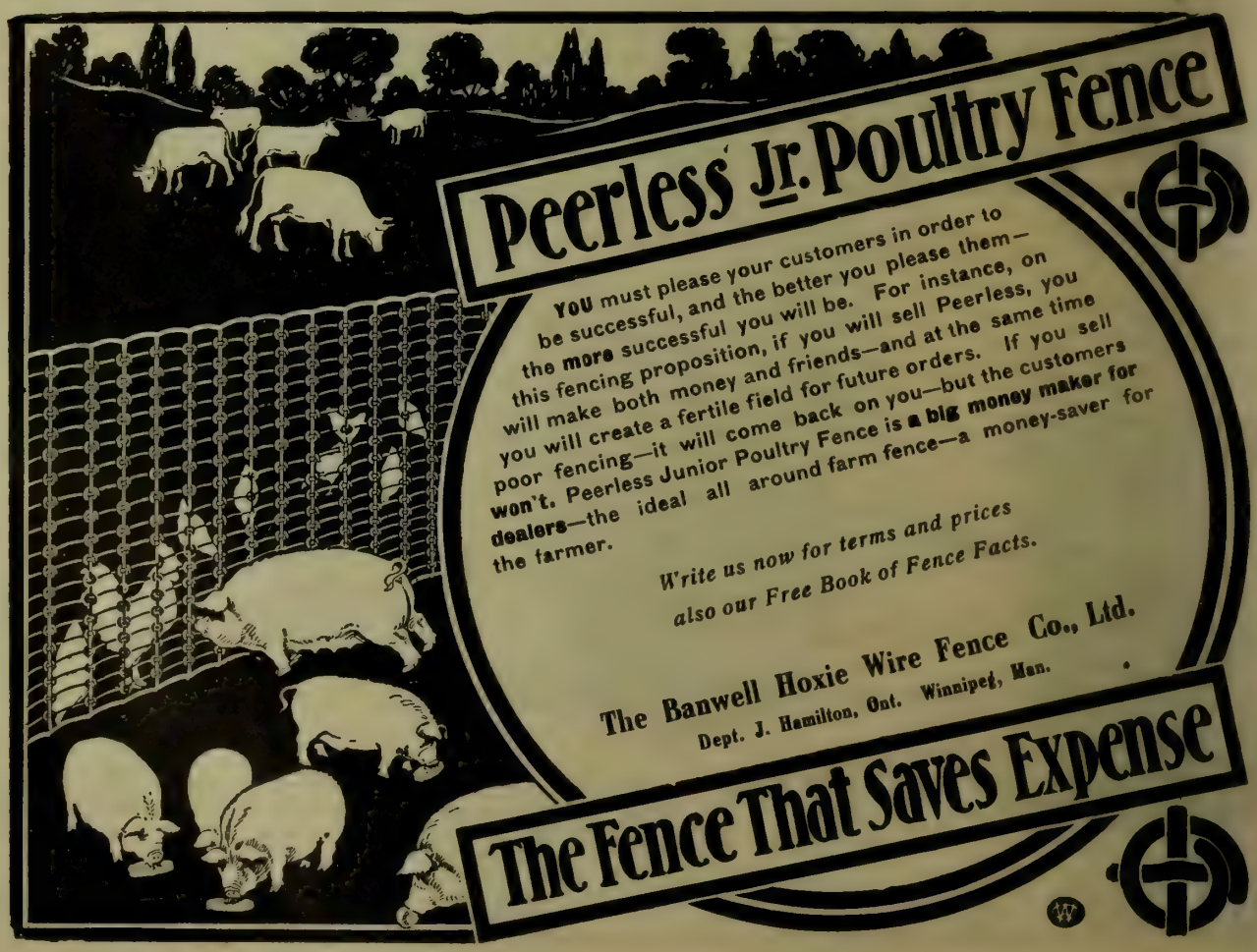
Our Strong Protection Wall surrounds the trade. We want your co-operation. Success for you means success for us.

Our Extensive Advertising creates a market. Don't let your competitor reap all the benefit. Get your share.

Our Metallic Roofing stands the test. 25 years has proved it. Send us measurements and get our estimates.

The Metallic Roofing Co Limited

TORONTO & WINNIPEG



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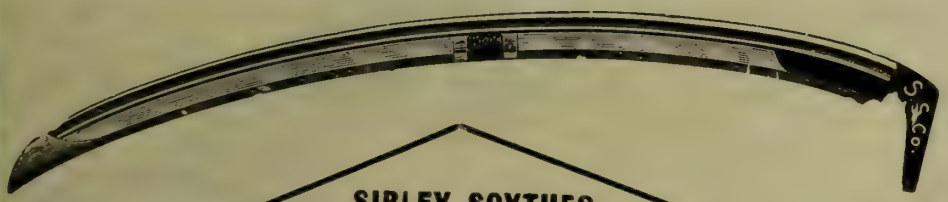
Bedford Harvest Tools

shipped by this Company, have better handles than any goods manufactured in Canada. This is a strong statement, but we can prove it, and if we do not do so to your satisfaction we will permit you to return anything we ship you in this line at our expense. We guarantee that this stock is all fitted with **Second Growth Ash Handles** or no **sale.** If you have not bought your full supplies, let us have a sample order. We will charge you the same price as you will pay for the poorest goods that are shipped to you.

Sibley Scythes



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Black Diamond Brand

I ave the **LARGEST SALE** of anv individual make sold in the Dominion. We do not need to make this statement in many places as it is generally known to the trade. **We have the exclusive sale of this make.**

If you have any on hand that have not given the best of satisfaction through cause of manufacture we will replace them free of charge.

LEWIS BROS., LIMITED

ADDRESS ALL CORRESPONDENCE TO

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Shotguns

Lowest Prices **Largest Stock**

Get our prices before placing your order. We carry the largest assortment of Shotguns in the trade.

If you receive an inquiry for a high-priced gun do not say you cannot supply, but write us. We will be pleased to quote you prices.

See our Catalogue for this line.

"MAKERS" WE CARRY:

Parker
Clabrough
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No. 1907
Belgium Dble. Barrel Breech-Loading Gun.

No. 1907 is one of the best sellers on the market. Moderate in price, can be sold at a good profit.

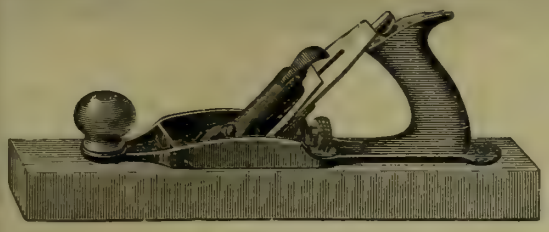
Ask Our Travellers About This Line.

All orders receive prompt attention. Send us a trial order.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada



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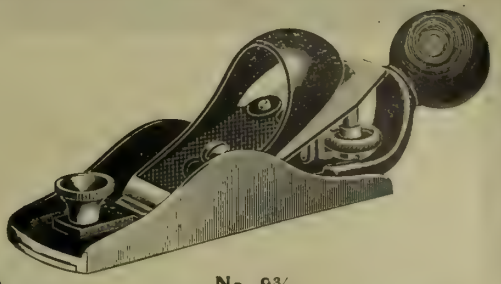

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Skilled Mechanics always ask for

"Stanley's Planes"

Is it not far more profitable to have the genuine STANLEY MAKE to sell them rather than an inferior substitute which would drive them elsewhere for the next tool they required?

The irons in these good Planes are made from best English steel of equal thickness and temper throughout.

Each tool passes a rigid examination before leaving the works, and is fully guaranteed against defect.

We keep a cheaper line of planes for purposes where a low priced tool is required known as HUNTS.

Caverhill, Learmont & Co.

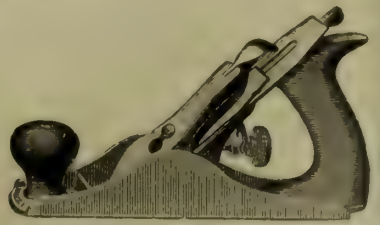
Plane and Tool Headquarters
MONTREAL and WINNIPEG

Plane Catalogue No. 34 Shows Complete Line

128 Varieties and Sizes in Stock

No. 60

No. 8



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We'll Treat You Right.
We Want Your Order.
Hold It For Us.

The Reg. N. Boxer Coy., Limited

Manufacturers of

PAPER HANGINGS

Address Correspondence to
Toronto

Works at
New Toronto

LONDON BLOCKS

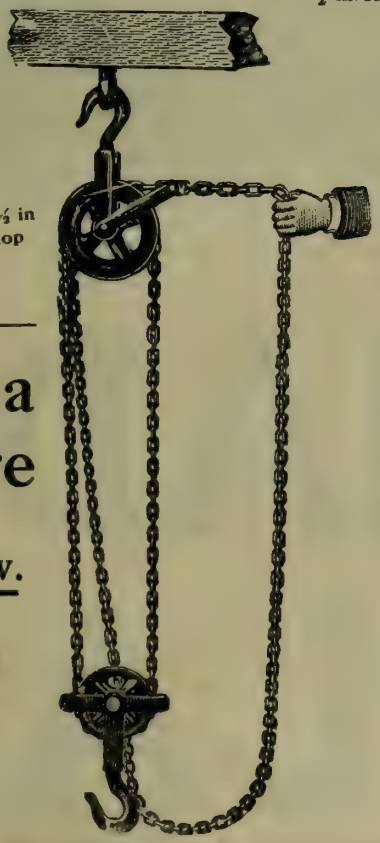
Triple in sizes, taking ¾ in. to 2 in. rope.

Pattern

Single
In sizes taking ⅝ in. to 2 in. Rope

Double
In sizes taking ⅝ in. to 2 in. Rope.

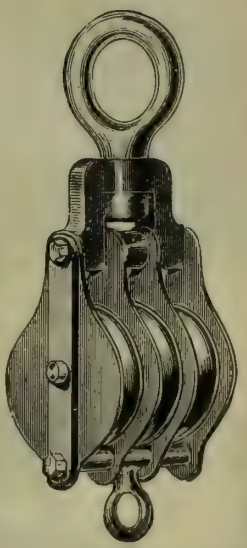
No. 1 Snatch Block, in sizes taking ⅞ in. to 1½ in Iron Sheaves — Rop



Weston's Differential Pulley Blocks, with chain guides, sizes in stock ¼ to 3 tons.

These goods represent to those who know, the very best material and highest quality workmanship.

The patterns are right. They are bored accurately to standard gauge.



8 in. with Eye. Triple Sheave Block with round Eye.

Reliability is a Strong Feature

In Stock—Order Now.

—Rope, Manilla, Sisal
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—Wood Blocks
—Iron Sheaves

Will stand the Strain

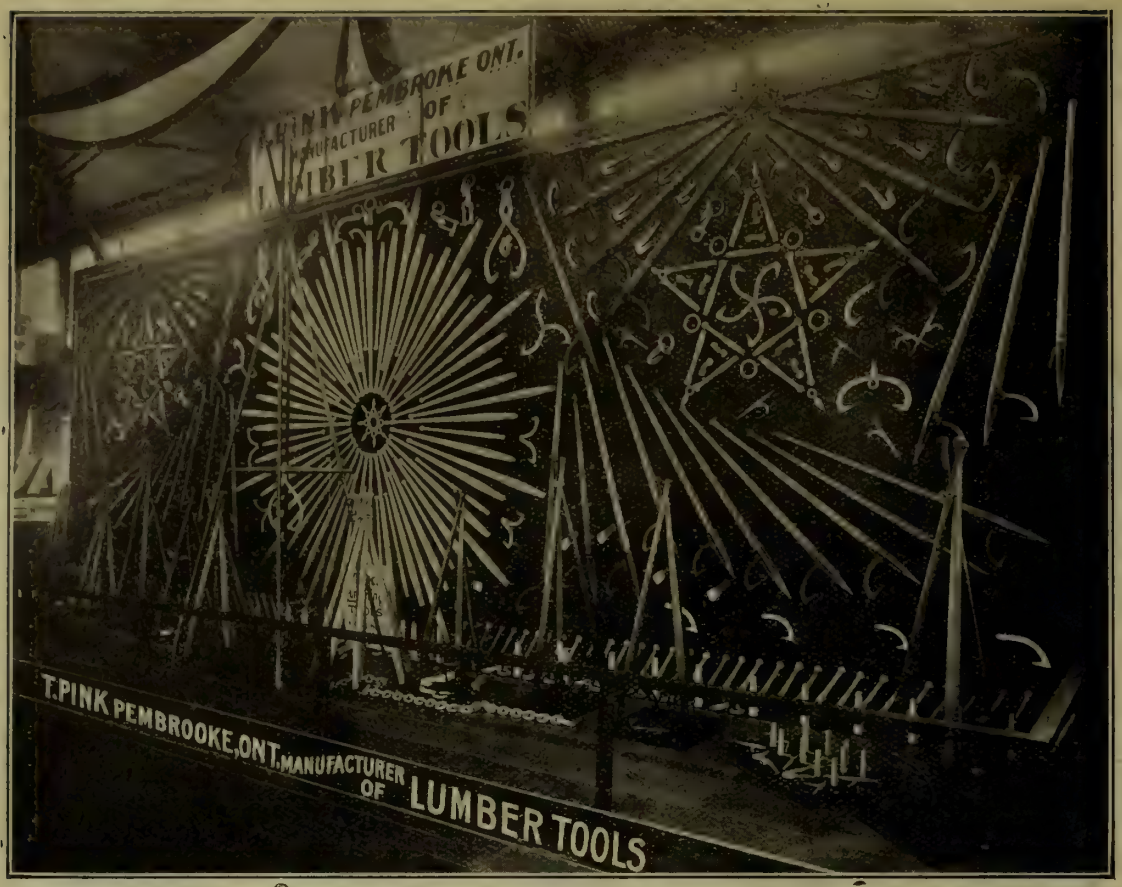
QUALITY IS GUARANTEED. NOTE BRACES

H. S. Howland, Sons & Co., Limited

Wholesale Hardware Merchants

We Ship Promptly

Our Prices Are Right — Graham Nails Are the Best — TORONTO



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

CANADA PLATES

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

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FAIRBANKS VALVES

are structurally strong

Their design and development is the result of many years experience in

Valve Manufacture

and they are Scientifically and Mechanically Correct.

Renewable Discs

It is but the work of a minute to change the disc and have a valve which is in every way as good as new.

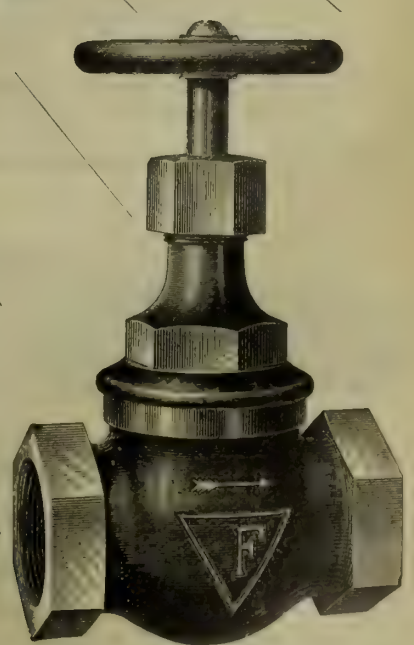
Fairbanks Valves are steam tight, water tight and air tight. Every one tested under hydraulic pressure, far above working pressure.

Valves of all kinds, Pipe Fittings, Engine and Boiler Accessories, etc. In fact everything for the Plumber and Steamfitter.

The Canadian Fairbanks Co., Limited

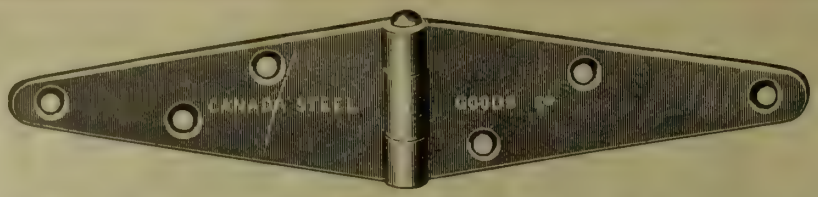
MONTREAL

Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver



Crescent Brand

Registered



DON'T BE "AN EASY MARK"

Any jobbing house can tell you that there are dealers here and there who will take anything at all; good, bad or worse, with no regard for brand or quality just so long as it is the "article" they ordered from the traveller.

Of course, we all know that if it wasn't for this class of merchant the manufacturer of inferior goods would go out of business—but, Mr. Merchant, don't you let anybody think for a minute that you're that kind of a business man.

You don't intend to be a "dumping ground" for these inferior goods.

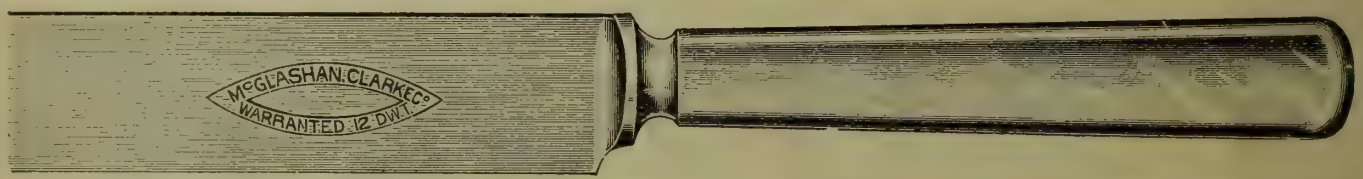
When you want a Hinge, you want the very best kind of a Hinge—

A CRESCENT BRAND HINGE

The up-to-date Hardware man knows what he has to pay for and doesn't take chances. There are several kinds of Hinges and Butts, and those of quality and merit bear the **"Crescent Brand."**

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, ONTARIO



DURABILITY AND DIGNITY

These are strong characteristics of all our goods, but more particularly of our knives. They are made of the best crucible steel and are finished with the utmost skill and carefully hand burnished.

Here is a line of oval handle, round end, done up in neat racked boxes, each box containing one-half dozen.

We guarantee that these knives will strip 12 dwt. pure silver to the dozen.

THE McGLASHAN CLARKE CO., Limited, Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont. DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

National Cutlery Co. Shears and Snips are high-class

Nickel plated blades. "Steel Ride"
ALL FULLY WARRANTED

70 N.P. Blades, Enamel Handles
72 N.P.B. " N.P. "

72 N.P. Blades, Enamel Handles
82 N.P. " N.P. "

Forged Steel Snips for cutting irregular and straight lines

N.P. Blades

DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.

Write for catalogue and prices

OUR NEW CATALOGUE

No. 71

TRADE MARK

Is just off the Press.

It lists our complete line and if you have not received a copy write for one to-day.

TRADE W&B MARK

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

If you are active, foreseeing and progressive, you are all the time on the lookout to extend your trade, widen your connection and increase your profits. Remember then there is

Money in Selling Structural Steel

You are not asked to put in a dollar. Simply get after the builders and contractors in your city. You can make a big margin by closing a few contracts. We will assist you, quote you close prices, and protect you in every way. Write us.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

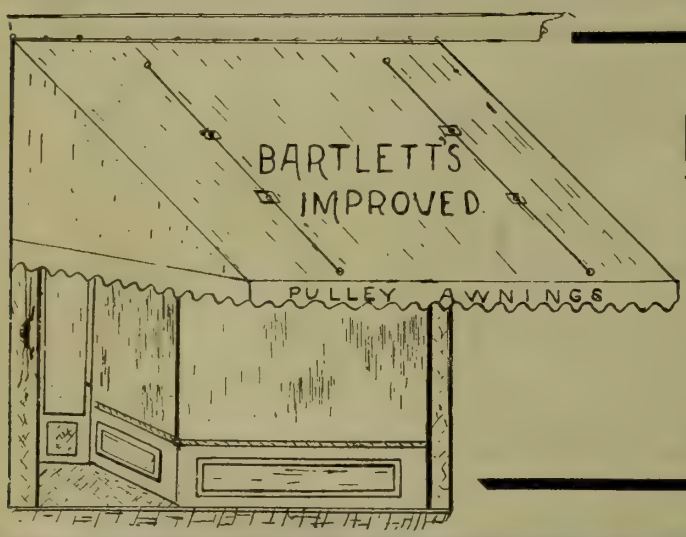
STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices — Prompt shipment.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



LOOK! The

IMPROVED BARTLETT PULLEY AWNING

The operating ropes are placed on top of the awning instead of underneath. The effect is that the awning is lighter to pull up, fits closer to the building, and has less cloth exposed to the weather. That's why it's improved.

— OW COST —

Send sizes for Estimate. Do it to-day.

WM. BARTLETT & SON,
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THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

How to Save Money in Fencing

"IGEL" BARB WIRE

Ordinary Long Barbed Wire is DANGEROUS
Many valuable cattle have been ruined
by Long Barbed Wire
"IGEL" Short Barbed Wire is NOT DANGEROUS, quite as effective, and Cheaper.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerke, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal.

FOR WOOD FURNITURE

The
Sliding Furniture Shoe

Successor to the old fashioned wheel castor.

Made in all sizes, for all kinds of furniture, Metal Beds and Pianos. Two kinds: Mott Metal and Glass Base. Ask your jobber. If he cannot supply you write us for free circular and discounts.

Eastern Representatives: Coulson and Blaikie, Montreal, Que.

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Berlin, Ont. **Menasha, Wis.**

L. E. DUBUC

MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

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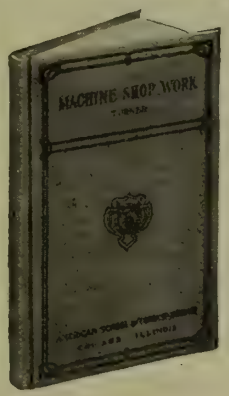

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BY FREDERICK W. TURNER
Instructor in Machine Shop Work, Mechanic Arts High School, Boston.

Price $1.50

208 pp., 200 illus. Cloth binding. Abounding in interesting illustrations and valuable instruction in the practical use of all sorts of tools and machines used in the up-to date machine shop, and will be found to meet every requirement of the shopman, from the simplest tools to the most complex turning and milling machines. Contents include Tools Operated by Hand, Power Driven Tools, the Lathe, Drill Press and Planing Machines, Milling and Grinding Machines.

TECHNICAL BOOK DEPT.
The MacLean Publishing Co., Limited
10 Front St. East, Toronto

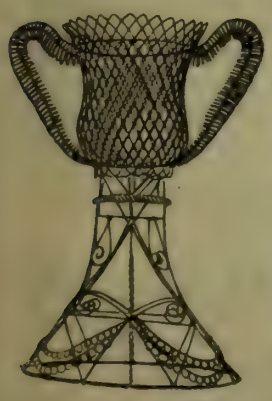
Thousands of "Puritan" Washers

have been sold within the last few years, and the better the "Puritan" becomes known, the brisker becomes the demand for it.

Some special "Puritan" features are:
—*Smooth, Easy Running*, due to heavy balance wheel and roller gear and bearings.
—*Quick Washing*, due to the fact that the "Puritan" dolly-board makes a full ¾ revolution at each turn of the handle, doing fully twice as much effective rubbing as other ½ turn machines.
—*Easy Opening*, due to the use of a coil spring which counterbalances the weight of cover and gearing.

Such talking points as these make it easy to sell "Puritan."

David Maxwell & Sons - St. Marys, Ont.



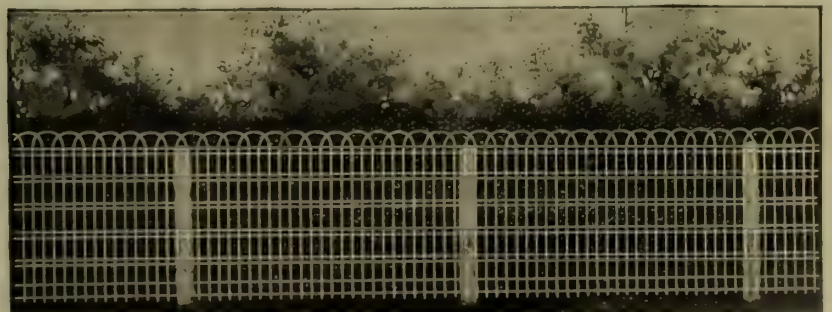
Lawn Designs, Ornamental Fencing, Gates of all kinds, **Railings**, etc.

Manufactured at

Crescent Wire and Iron Works.

Partridge & Sons
KINGSTON, ONT.

Write for new Illustrated Catalogue.



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THE PAGE WIRE FENCE CO., LIMITED Largest fence and gate manufacturers in Canada.
WALKERVILLE TORONTO MONTREAL ST. JOHN VANCOUVER VICTORIA

Auto Spray

Compressed-Air Automatic

Best hand sprayer made. An absolute necessity for every farm and garden; will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs, applying cold-water paint, whitewash, etc. Saves time, labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements on 1909 Model.

CAVERS BROS.

Manufacturers, - GALT, Ont.

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METAL WOOD TONIC **POLISHES**

Represent the highest standard of polishing efficiency.

They are money makers for YOU.

A free sample on request

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TORONTO : ONTARIO

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

DID YOU EVER FIND MONEY ROLLING UP HILL?

NO. You found it when you worked and watched and "DID THINGS." IF YOU care to take hold of the agency for the EMPIRE LIGHT you can make some extra money comparatively easy. Then it is such a new and useful light that you will make new customers for other things. YOUR FELLOWTOWNSMEN will thank you for introducing this light. Write for particulars. Only one agent in each town or locality Tell us why we should let you have it.

THE EMPIRE LIGHT CO., LTD.

Packard Building, - - MONTREAL

STAR BRAND BLOCKS

ASSURE BEST — QUALITY ALL STYLES

FOR MANILA ROPE | EXTRA HEAVY PATTERNS | FOR WIRE ROPE

On Sale By All Leading Dealers

Catalogue H M Sent Free on Application

BOSTON & LOCKPORT BLOCK CO

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Excello Power Washer

The "EXCELLO" will wash for you.

CITY WATER runs it while you rinse and hang out.

EXCELLO POWER WASHER

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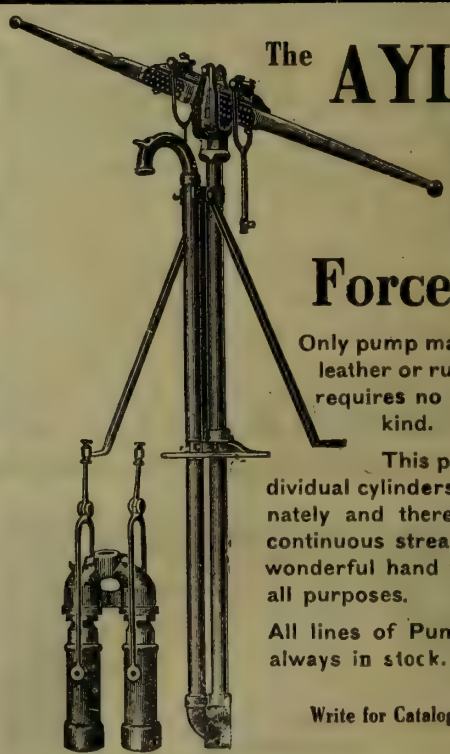

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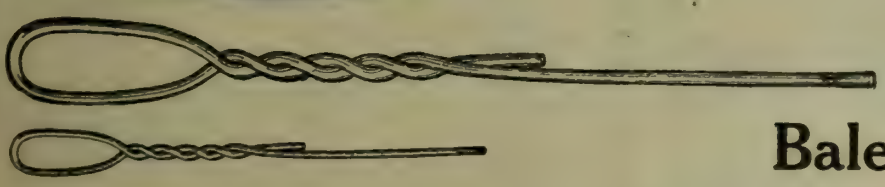

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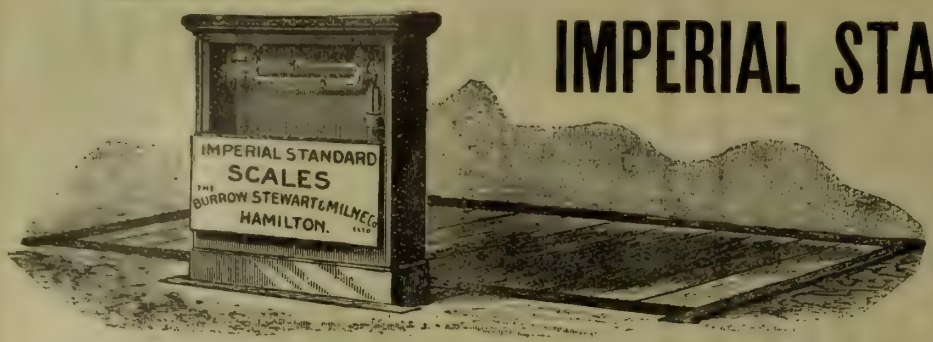

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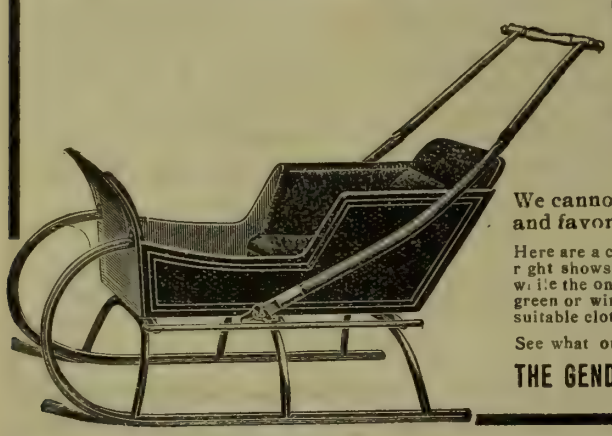

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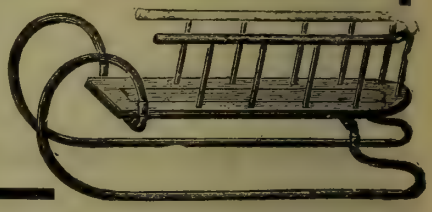

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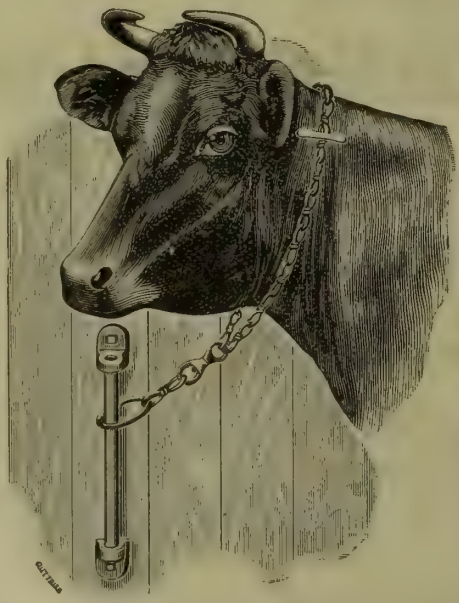

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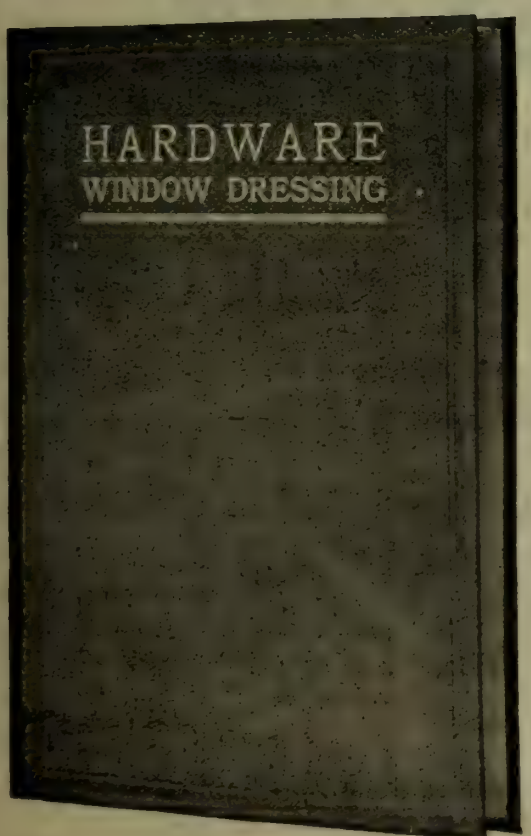

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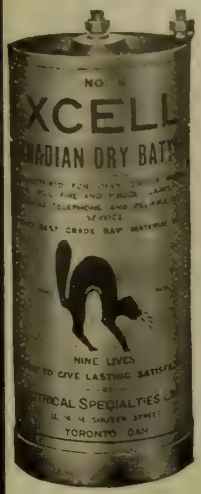

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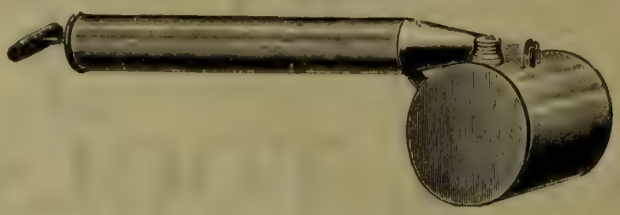

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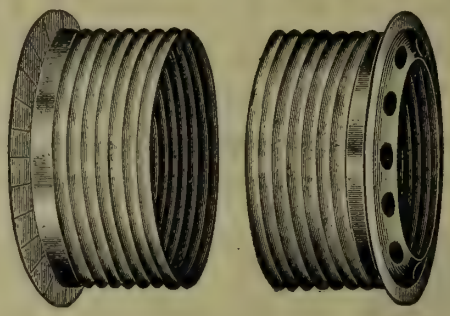

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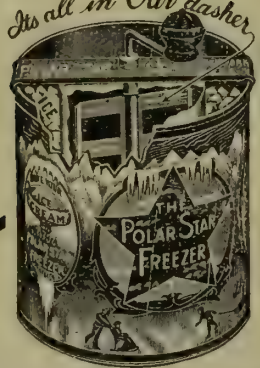

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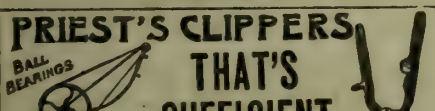

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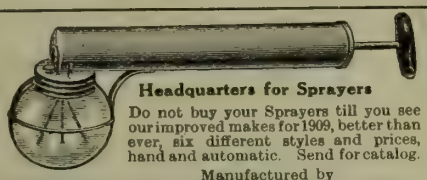

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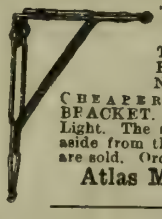

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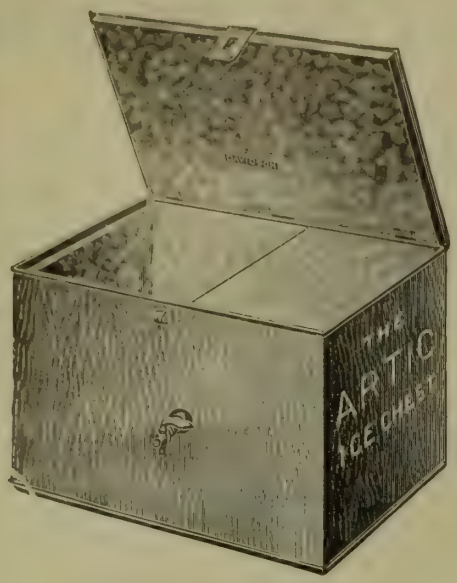

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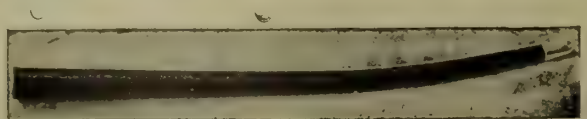

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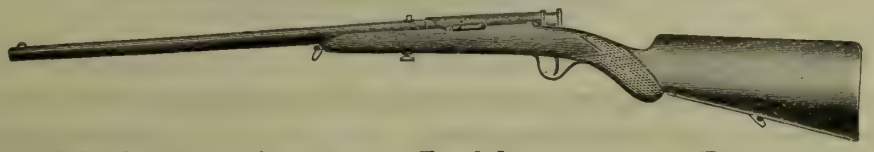

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We are the first in Canada to get on the trail of one of the greatest Inventions of the Age—Get in with us early.

The Chatham Jewel Freless Cooker is of striking value in this climate of intensely hot summers.

We refer to that latest boon of the domestic scientist—Fireless Cookery—as best exemplified in the Chatham Jewel Fireless Cooker—the "Aluminum Gem." This invention, originally of German origin, has been radically improved upon by the Manson Campbell Co., of Chatham, and presents a perfect solution of the cooking problem. Mr. Dealer—it has a future before it as great as the cook-stove or the sewing machine! Study this message carefully.

The Chatham Jewel Fireless Cooker heightens food's value 50% and outs fuel bills in two.

What the Chatham Fireless Cooker is.

Chatham Fireless Cookers are made in different sizes and with variants in the application of the guiding principle which is: cooking without a flame, by Scientific Retention of Heat. It is an over and over proven fact, that food once heated to the necessary degree cannot be wisely heated beyond that point nor is continuous application of that heat necessary if the first modicum of heat can but be preserved. It is also universally known that food cooked in the ordinary way loses as much as 50 % of its nutritive value through escaping steam and vapours. The Chatham Fireless Cookers, with their hermetically-sealable, perfectly sanitary Aluminum cooking utensils, solve both the e problems absolutely, definitely, and can be sold under our iron-clad guarantee that they wi l do everything claimed for them. That means that every experimental stage is passed. Be sure of that!

What it Means to the Dealer.

Figure it out for yourself. The Chatham Fireless Cookers are a proven success. The margin in them is generous. The market i, as wide as the and itself. Just summarize their good points thus: (1) They lower General Kitchen cost for fuel 50 %, and save 75 % to 80 % of fuel actually used in the c oking. (2) Once the food is placed in the Chatham it re'eases the housewife of all care or co'cern. It does its own cooking Does away with the Kitchen Help problem. (3) Insures a h t meal and a cool kitchen. It throws off no heat. (4) Food: cooked in the Chatham Fireless Cookers are 75 % better flavoured for the meats, vegetables, etc., are c oked right in their own goodness. Be first in your section with this last and greatest boon to women kind—investigate the Chatham Fireless Cooking proposition.

Write us to-day for Booklet and our Fireless proposition. There's money in it.

The Manson Campbell Co., Chatham, Ont.

Don't wait. Get in first This fireless proposition is really big.

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**

GORDON & EAGAN **Plumbers**

Montreal, Dec 8th, 1905

J. W. Harris Mfg Co. Ltd.,
Montreal.

Gentlemen:—
We have much pleasure in adv'sing you that your "Zephyr" Ventilators installed by us have given every satisfaction.

Yours very truly,
Gordon & Eagan, 55c Me'calfe St.

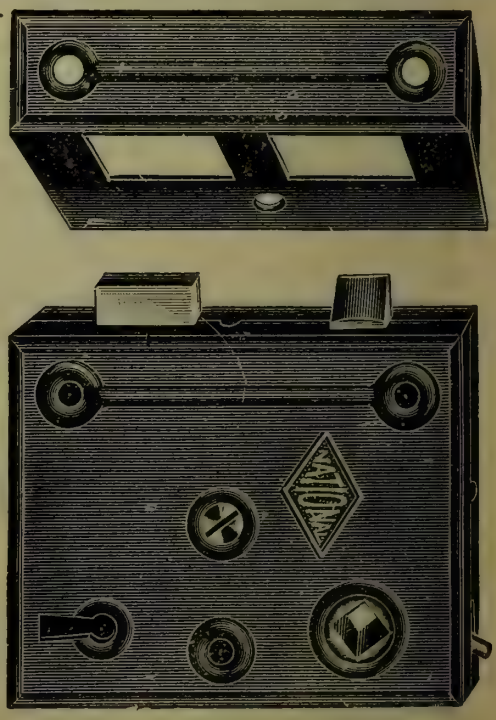
Made by

THE J. W. HARRIS MFG. CO., LIMITED

CONTRACTORS

Montreal

Steel Rim Locks



They are the strong and enduring k'nJ that make for lasting satisfaction. A'k for

DOMINION NO. 3800

Your Jobber can supply you.

NATIONAL HARDWARE CO., LIMITED

ORILLIA ONTARIO CANADA

Atkins Silver Steel

Segment Ground

Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis.

ADVERTISEMENTS WE LIKE TO LOSE

Most firms dislike losing business. It usually means the customer is dissatisfied and that is a serious matter. We have just received a letter, however, which is an

EXCEPTION TO THE RULE

R. H. Tetlock, of Unionville, Ont., sent us the following advertisement :

> FIRST-CLASS set of tinners' tools complete with benches, cheap if sold at once. For particulars write Box 54, Unionville .

He instructed us to insert it four times. After three insertions he wrote us as follows, under date of Feb. 4, 1908 :

> "Please discontinue my ad., 'Tinsmiths' Tools for Sale,' as I have sold satisfactorily, through the assistance of your valuable paper."

The advertisement cost 80 cents for the three insertions.

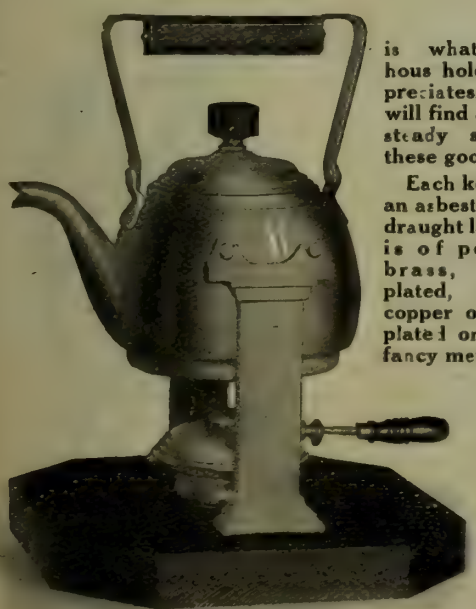
Surely it was a good investment.

Hardware and Metal

Montreal Toronto Winnipeg

A Cheering Cup of Tea

On one of our MISSION STYLE TEA KETTLES or STANDS



is what every hous holder appreciates, and you will find a ready, steady sale for these goods.

Each kettle has an asbestos force draught lamp and is of polished brass, nickel-plated, polished copper or silver-plated on oak or fancy metal base.

Send for our Complete Catalogue

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives :

H. F. McIntosh & Co., 51 Yonge St., Toronto

"Brantford" "Roofing"

FREE

A Series of Retail Ads.

We have had a series of roofing advertisements prepared, at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads. are bound to create a strong impression in favor of "Brantford" "Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Brantford" "Roofing," it's time you were. Better write for our proposition.

Brantford Roofing Co., Limited

Brantford - Canada

Montreal Branch : 300 St. James St., Montreal, Que.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

BUY

Penberthy Steam Whistles

Fine clear tone, made of best steam metal, polished well and carefully put together.

Try the Penberthy next time you order from your jobber.

MANUFACTURED BY

PENBERTHY INJECTOR CO.
LIMITED
WINDSOR - - - - - - - - - ONTARIO

Bone Cutters

This is a favorite size. We make other sizes, from

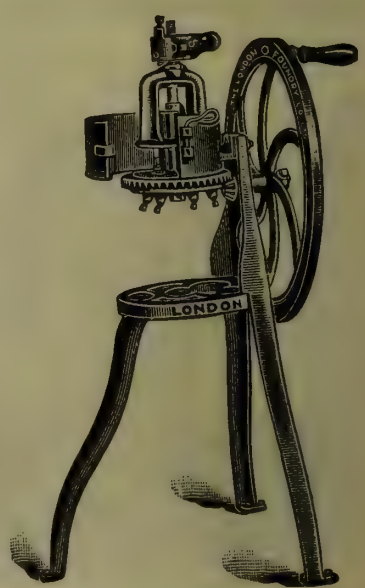
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.



Send at once for catalogue and prices

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

The

ECONOMY

All stove dealers who have seen this stove have pronounced it to be the best in its class.

REASONS WHY

The design is clear, neat and attractive.

It has an ideal fire box, fitted with heavy cast iron linings and heavy duplex grates.

It has a drop oven door, the frame of which is nickelled as well as the medallion on the oven door.

It has a cast iron reservoir end, which gives it a finished appearance.

It is fitted with either a galvanized or copper reservoir as desired.

This stove shows more class, and has more special features and selling points than any oter stove in its line.

SPECIALS

We also furnish it with a cast iron hearth with bracket, and nickel band on the top.

PRICES

The price to the trade makes it the best stove proposition which you have had for some time.

Correspondence invited, and catalogs for stoves and furnaces will be mailed upon request.

The Down Draft Furnace Co., Limited

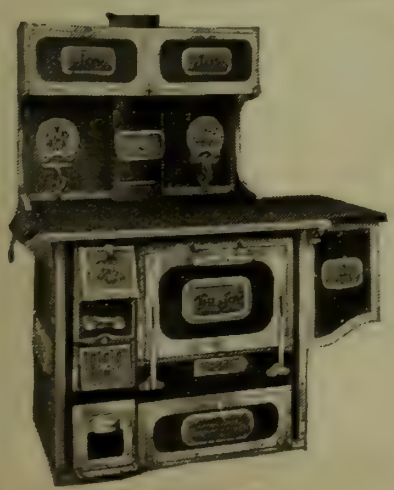
Galt Ontario Canada

THE BEST SELLING STOVE

IS THE

JOY MALLEABLE RANGE

The Oven doors are of malleable Iron and require no weights, springs or other devices to keep them from breaking off, but are so strong that they will sustain a man's weight.



The Joy Malleable

The High Closet is large and roomy with drop doors on which dishes may be placed, thereby doubling the shelf capacity of the closet, making it possible to easily clean the interior, an impossibility with a roll door. Let us ship you a liberal consignment of this favorite range, from our warerooms in Vancouver, Winnipeg or Toronto.

These sizes are ready: No 8, 18, Square and High Closet. No. 8, 18, Reservoir and High Closet. No. 9, 26, Square and High Closet. No. 9, 26, Reservoir and Closet.

The Canadian Heating & Ventilating Co.

LIMITED

Owen Sound, Ontario

Western Agents: Christie Bros. Co., Ltd., Cor. Henry & Park Sts., Winnipeg, Man.
Abercrombie Hardware Co., Vancouver, B.C.

TRADE Gillette MARK

KNOWN THE WORLD OVER

The Man on His Holidays

whether he is the tourist visiting your town, or one of your own citizens preparing for a trip--is about the likeliest man in the world to buy a GILLETTE Safety Razor.

For, while to the man at home it is a convenience, a comfort and an economy, to the man who is travelling the

Gillette Safety Razor

NO STROPPING, NO HONING

is a necessity.

On train or boat, where the old-style razor or the make-shift safety is useless, and even dangerous, a man can enjoy a clean, quick, safe shave every morning with the GILLETTE.

The tourist in your town has time on his hands to "shop," and an attractive display of GILLETTES in your window will interest him. Since the high quality of our advertising has already convinced him that the GILLETTE is the best razor made, your window display will prove a strong magnet for his trade—in other hardware lines as well as razors.

In the same way your GILLETTE display will attract the man who is fitting out for his holiday jaunt, and is in a buying mood.

Our advertising directs buyers to the stores which show GILLETTE signs. These stores get the business. Get your signs out and up. Display the razors, the "New Process" blades and the combination sets. If you are short of signs write us.

THE GILLETTE SAFETY RAZOR CO.

OF CANADA, LIMITED,

Office and Factory, - 63 St. Alexander St., Montreal

Export Trade
Represents the Great Future Market for American Goods

Manufacturers that cultivate the field **NOW** are assured of the largest share of this trade in the future.

Our service, the greatest single power in Export Trade, enables manufacturers to get their products prominently before the trade abroad. An efficient service, covering all export markets at minimum of expense.

The aim of the **American Exporter** is and has always been the up-building of a world-wide demand for American machinery and goods. Issued in two editions each month, one in English, and other in Spanish **(Exportador Americano.)** The two together cover all countries that import American goods.

It is the only journal of foreign circulation which regularly publishes its exact circulation every month in its editorial pages.

Stronger evidence of the AMERICAN EXPORTER'S strength in its chosen field could not be brought forward than the phenomenal growth in its advertising pages during the past three years. The AMERICAN EXPORTER in net volume of advertising business carried three years ago 52 pages of net advertising; two years ago 88 pages; one year ago 116 pages; carries to-day 122 pages. Its number of regular advertisers three years ago was 325; two years ago 400; one year ago 550; and to-day 650. It is seen that notwithstanding a "panic," there is a growth in the last 12 months.

An increasingly important feature of the **American Exporter** is the Foreign Trade Service maintained on behalf of its advertisers. This service includes the sending of our representatives into foreign markets to study conditions in the interest of our clients, the furnishing of selected names of possible customers or agents in any country, commercial ratings on prospective foreign customers, translation of foreign correspondence from and into any and all languages resulting from or pertaining to the advertiser's announcements.

Representative space regularly in the **American Exporter** gives you all the export advertising you need, for this publication covers every foreign market for your goods. This publicity, coupled with our Foreign Trade Service, provides you with the necessary facilities for conducting intelligently an export trade.

May we send more particulars?

AMERICAN EXPORTER
135 William Street, New York City

Established 1877 **Conducted by Export Specialists**

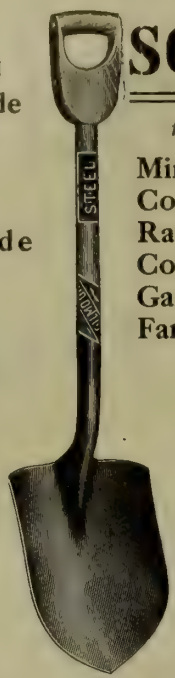
SHOVELS, SPADES and SCOOPS

"Fenerty"
Dark Green Label
1st Grade

"Brookfield"
Blue Babel
2nd Grade

"Peters"
Black Label
3rd Grade

"Gilmour"
Red Label
4th Grade



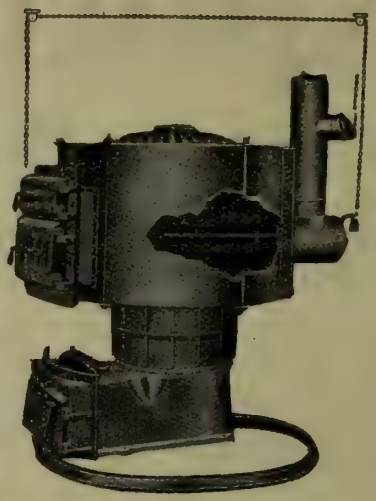
for
Miners
Contractors
Railways
Coal Trimmers
Gardeners
Farmers, etc.

Over 23 years of Satisfaction and Better Than Ever To-Day

For catalogues, etc write

The Halifax Shovel Company, Halifax, N.S.

Canadian Air Warmer



Made in three sizes—*for all fuels.*

Powerful, Economical and Durable Furnaces —fully guaranteed.

If you desire a first-class line of Heating Goods write us regarding our exclusive agency proposition.

The Jas. Smart Mfg. Co.
LIMITED
Winnipeg, Man. Brockville, Ont.

ANOTHER GOOD ONE

The Momentum Washer

A Step Further in Washing Machine Progress

A machine that lifts washing from common drudgery to a pleasant occupation.

Easy to Start Easy to Stop
Easy to Run

Contains improvements original with us. Requires no fussy adjustments. Simply oil, and it will run easier and last for years. : : : : :

Let us show you what it can do

The combination of lever and balance wheel operating together on steel ball bearings with a natural, easy movement, equalizes and regulates the stroke at any speed you may desire. When once in motion the Momentum, acquired by balance wheel, keeps the machine going with little effort. Agitates the clothes twice as often, and does the work in half the time required by other machines. : : : :

The Dowswell Manufacturing Co., Ltd., Hamilton, Ont.

AGENTS: W. L. Haldimand & Son, Montreal
H. F. Moulden, Winnipeg

The

Connor High Speed Washer

Patented Feb. 23, 1909. No. 116883.

We wish to advise our customers and friends that we are manufacturing this washer under the above patent.

We notice a circular letter sent out by another Washing Machine firm which would try to lead people to believe they were the only people in Canada that had a patent on a Washing Machine.

All we wish to say is, our patent is good. Our washer is the most perfect machine yet produced. All cog gears are covered. The only machine with the foot power attachment. It makes a bigger circle with the clothes and it works about as easy with the clothes as without. The large fly wheel is under the tub and runs on double ball bearings. Our catalogue fully describes this wonderful machine. We sell only one dealer in a locality.

WRITE AT ONCE

J. H. CONNOR & SON, Limited - Ottawa

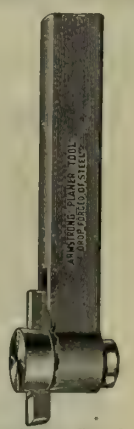
Metal Side Walls

Every public building in your town should have metal ceilings and side walls. It is our fault and yours, if they haven't. Let's get after them. Send us the names of people in your town who might be interested in sheet metal interior decorations, and we'll stir them up in your behalf.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

ARMSTRONG TOOL HOLDERS

THE WORLD'S STANDARD LATHE AND PLANER TOOLS



Planer Tool

NOTE extra large tool steel set screw and REINFORCED support under the cutter.

THEY GIVE INCREASED CAPACITY AND LASTING QUALITY.

First Cost of Forged Tools is 60% Higher than Armstrong Tool Holders.

This is our new IMPROVED

PACKER RATCHET DRILL

We make the most complete and best line of Ratchets on the market.

Write for special circular and prices.

Do you want our new Catalog?
It's a Tool Holder Encyclopedia.

Armstrong Bros. Tool Co.

"THE TOOL HOLDER PEOPLE."

106 N. Francisco Avenue, CHICAGO, U.S.A.

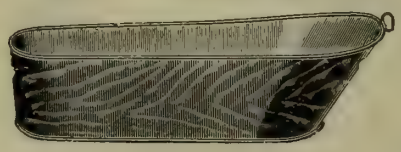
Service + STABILITY = McClary's

Water Coolers

The water compartment of this line is made of galvanized iron. Space between water compartment and outside body, filled with non-heat-conducting material. Nickel plated tap of durable make.

Children's Baths

Oval oak grained with heavy wired edges. With Summer Resorts looming into prominence, trade will hum in this line.



¶ By experience, by location, by plant, we are equipped to handle your

TINWARE NEEDS.

¶ Seven and a half acres of plant enable us to do big things in the way of output.

¶ Sixty-two years' experience qualify us to say we have the "last word" in scientific tinware making.

Filling Orders is no trouble to us.

Sprinklers

with cleanable zinc Roses. Made in a variety of sizes.

With the coming of grass, comes the need of Sprinklers. A window display of the McClary line will bring its own reward.

Garbage Cans

Here we show our new line—a strong heavy galvanized barrel with patent removable protector.

Supplied with or without covers. Made in three sizes.

Think over Trade Possibilities in These Lines, then Write

McClary's

London Toronto Montreal Winnipeg Vancouver
St. John Hamilton Calgary

THE IMPERIAL-OXFORD RANGE

"THE BEST THAT'S MADE."

POINTS TO MEMORIZE ! !

¶ New reversible grate, with interlocking teeth.
Divided flue strip—perfect oven heat.
Oval fire-box---no corners for clinkers to lodge in.
Removable linings and grate---burns coal or wood.
Nickelling lifts off---easy to keep clean.
Automatic hearth---saves ash spilling.

Gurney Foundry Co., LIMITED.
TORONTO

WINNIPEG CALGARY EDMONTON
VANCOUVER HAMILTON MONTREAL

J.M.T.

Do YOU want
Water Taps that will last?

If you've had trouble with Sink Taps, Basin or Bath Cocks that continually leak and require frequent repairs, try

J.M.T. CUSHION-DISC FAUCETS

They stand the test.
They close at a minimum pressure.
They last for years under ordinary care without requiring repairs.
The hand packing feature prevents leak at spindle.

BACKED BY RELIABLE MAKERS

"QUALITY" PLUMBING GOODS

J. M. T. Cushion-Disk Cocks are made of best Red Brass, and of approved design.
Supplied in all the standard patterns.

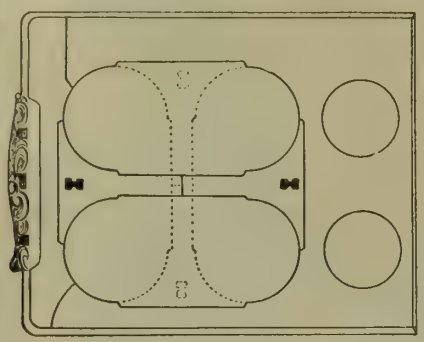
The James Morrison Brass Mfg. Co., Limited 93-97 ADELAIDE ST. W. TORONTO

Grand Jewel Ranges

FOR COAL OR WOOD

The short centres between the lids are 2½ inches wide. The long centres are interchangeable (see diagram below.)

FOUR 9-INCH and
TWO 6-INCH POT HOLES



Especially Adapted for Farm Uses

The oven measures 20 x 20 x 13 inches. The main top is large and roomy. The firebox is very large and is interchangeable; heavy duplex grates for coal,—firebox for wood 24 inches. Either steel or cast-iron Shelves or Closets can be supplied.

WRITE for Prices and Further Details.

Established 1864 **The Burrow, Stewart & Milne Co., Ltd.,** HAMILTON, ONT.

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

Handy around any House, Store or Farm. Capacity 500 lbs.

Buster Brown

Children's Express Wagons

Successfully handled by the hardware trade throughout the Dominion.

Sizes: No. 1 (solid), No. 1 (spoke), No. 2 (spoke), No. 3 (spoke), with runner attachments.

Made in Canada

The Woodstock Wagon & Mfg. Co., Ltd

WOODSTOCK, ONT. Makers of Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs

THE JAMES STEWART MFG. CO., Ltd., Winnipeg, Man.
Western Representatives

When writing to advertisers, kindly mention having seen the advertisement in this paper.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

"Condensed List of Wire Products"

Everything in Steel or Wire

WIRE OF EVERY DESCRIPTION, round, flat, square, hexagon, and odd shaped, in all finishes. We can supply wire for any purpose, either tempered or otherwise.

SPRINGS, clock, motor, car, furniture, and agricultural, and all kinds of fine and heavy springs. (Write for our special catalogue.)

NAILS. all kinds and shapes, diamond, convex, oval and cone heads, triangular, triangular jagged, square and square grooved shanks.

TACKS OF ALL KINDS, Billposters, carpet, upholstering, polished, blued or tinned finished.

ELECTRICAL WIRES AND CABLES of all kinds, for telegraph, telephone. aerial or submarine use. (Write for special catalogue.)

TOE CALKS, iron or steel, famous Juniata brand.

RAIL BONDS for electrical railways, made from catalogue or to special specifications. Write for special catalogue.)

WIRE ROPE, for all requirements, also our special non-spinning derrick rope. (Write for special catalogue.)

COPPERAS, for chemicals, disinfectant, dyeing, purification of gas and water, plate glass polishing, wood preservative and fertilizing purposes.

WIRE RODS, open hearth and bessemer steel.

SHAFTING, COLD DRAWN STEEL, free cutting screw steel, pump rods, roller bearing rods, all shapes. (Write for special catalogue)

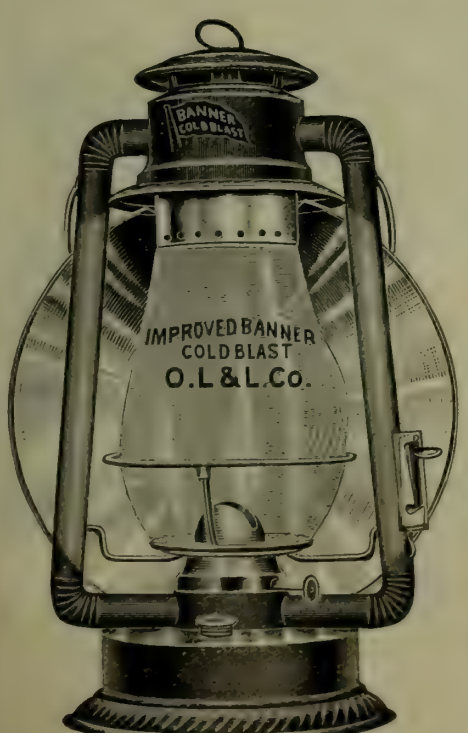
We Solicit Your Enquiries

United States Steel Products Export Co., Montreal, Que.

Seasonable!

BANNER TRADE MARK.

Why Not?



Just the proper thing to use around the SUMMER COTTAGE, TENT, BOAT-HOUSE or WHARF.
It also can be hung on the wall.

"Banner Searchdash" Lanterns

have a heavy SOLID-WIRED 10-inch reflector and therefore make a good headlight for the end of a wharf or front of a boat.

They are japanned bright red or dark green, and make a good $1.25 line. Your jobber has them.

MANUFACTURED BY

Ontario Lantern & Lamp Co., Ltd.
Hamilton, - Ontario

KEEP RIGHT ON SELLING

Dominion Ammunition without boosting it, and watch it boost itself. Or stack it up against the best duty-paying ammunition you can buy, and see which lasts the longest.

Dominion Improved and ***Proved*** cartridges and shot shells are every one a graduate from the Dominion System, the newest and severest testing system in the world of ammunition.

YOUR CUSTOMERS WILL DEMAND

Dominion Improved and ***Proved*** Ammunition, because it is *Better,* and because it costs less, being *Made in Canada.* For any size and make of gun, and *Guaranteed Sure.* Ask for catalogue.

DOMINION CARTRIDGE CO., LTD.
Montreal, Canada

DOMINION
IMPROVED AND PROVED
AMMUNITION

KEMP'S Novelty Refrigerators and Galvanized Ice Boxes, Oak Grained

Just the article needed for Summer Residences or Camps.

Novelty Refrigerators.

No.	2	3	4
Inches	19 x 13½ x 13½	23 x 17 x 16	27 x 19½ x 19½
Each	$8 00	$10 00	$12 50

Ice Boxes.

	Small	Large
Dimensions	20¾ x 14¾ x 14¾	28 x 16½ x 16½
Each	$4 55	$5 55

Write for Discount.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Fireless Cookers a Profitable New Line

For Years a Success in European Countries—Taken up by Soldiers in Army— Now Being Manufactured for General Use—Shall Hardware or Department Stores Control Their Sale—Toronto Dealer Sells 50 in First Year—Sell in Winter as Wel las in Summer.

Very few Canadian hardwaremen have taken up the sale of fireless cookers, although they have been sold this season in large numbers by departmental stores and hardware merchants in the United States. Some manufacturers commenced to sell through the mail order houses, the buyers for these concerns being usually alive to take up any new article, but others have more wisely chosen to sell through the hardware trade, one of these being the only Canadian manufacturer, the Manson Campbell Co., Chatham, Ont., who manufacture for the United States market at theur Detroit factory.

The fireless cooker is not a new invention, Hardware and Metal having, about three years ago described how the peasants in Norway, Germany and other European countries had for years and years used "hay boxes" for cooking their foods. Finally a bright woman in a German city saw the advantages of the "hay box" as a labor and fuel saving device and a few were manufactured as novelties. Then the German army took the fireless cooker up, followed later by the United States army, our former article having described how a dinner was partially cooked at a camp in the morning, the various dishes being stored away in the cooking boxes on wagons and when noon time arrived the cooking had been completed and a delicious hot meal was served warm without fire of any kind.

Has Strong Talking Points.

Since those experimental days the fireless cooker has been taken up commercially and numerous manufacturers have evolved handsome cabinets, serviceable cooking utensils and other devices to aid the housewife in making the fireless cooker a necessary article of the modern kitchen. Instead of being a competitor of the gas, coal or wood range, it is an additional article of furniture, capable of soon saving its price in fuel and, besides, saving the woman of the house the worry of eternally watching her cooking, while performing her other household duties. With the fireless cooker there is no fear of the pot boiling dry or the burning of a dish. The housewife can after breakfast, prepare her meat, vegetables and dessert, give them a fifteen minute start on a gas range and then store the dishes in the cooker where they will finish cooking themselves and be ready to serve hot at dinner hour. In the meantime the lady can be down town shopping or doing any class of work around the house without the slightest worry about her cooking. No fuel is being burned and no heat is being created in the kitchen. Likewise a pot of porridge can be left cooking overnight and be served hot and thoroughly cooked in the morning, it making little difference if a dish is left in the cooker one hour or all day.

For the woman who wants to save in fuel, for the woman who does her own work and wishes to keep her house and herself cool in summer, for the woman who hates the steam and odor of cooking in her house, and for the careless maid who is prone to burn everything intrusted to her care when cooking with gas or coal, the fireless cooker proves a most faithful ally.

Does its Work Well.

There is almost no waste with the fireless cooker. According to the United States Government reports it actually saves from twenty to fifty per cent. of nutritive food values which usually boil away and are lost in steam. A pot of soup that cooked in the usual way on the top of the stove is soon reduced to three-quarters of its original bulk, loses nothing in the fireless cooker, while all its flavors are retained. There are no matches, no gas-jet, no coal blaze, no danger of fire or scorch. You can set you stove to work in the evening and leave it on overnight, sure that your breakfast will be ready in the morning. You can make your dinner ready in the cool of the morning and go off for the day, counting with certainty upon a hot, well-cooked meal at night.

In the newest improved fireless cookers, hot-plate radiators are introduced with the food to be cooked, and roasted meats, pies, cakes and puddings are not only possible, but at their best. The chief value of the fireless cooker, however, is to be found in the preparation of foods that require long, slow processes of cooking to soften cellular tissues, bring out flavors and conserve the juices. Stews, soups, pot roasts, cereals, steamed breads, rice and tapioca puddings, dried fruits, dried beans, pease and lentils are among its banner exhibits.

Sells Fifty in First Year.

Albert Welch & Son, 304 Queen Street west, Toronto, is one Canadian dealer, who has taken up the sale of fireless cookers and made a success of them. He began last summer by securing the agency for Toronto for the "Chatham" cooker and advertised his willingness to let the cookers out on trial. In a few cases he was called upon to do so, but as a rule he found it possible to complete a sale after a short explanation. He found that sales could be made in all seasons and during last fall and winter he sold the largest number, his sales for the year having amounted to over fifty at from $10 to $16 each, a few of these being for imported lines, such as the "Caloric" and "Bakorost," asked for by customers.

This season Mr. Welch has not found it necessary to let more than one out on trial, his first customers being used as references. He has even made several sales to departmental stores. Mr. Welch uses one of the cookers in his own home and is enthusiastic about their fuel and worry-saving qualities.

Opportunity for Other Dealers.

What Mr. Welch has done in Toronto can be done in any other Canadian town or city, if the hardware dealer is enterprising enough to take up the line and push its sales intelligently. Some educational work will be necessary, but the novelty of the line is such that the local newspapers will be only too glad to give space to descriptions of the workings of the cooker. A general invitation to visit the store and investigate the cooker, a demonstration of foods cooked in it, a window display, or a circular to the names on the store mailing list—all these offer opportunities for publicity.

A Fireless Cooker and Equipment.

The main point is that the line is a new one on the Canadian market. It is capable of being sold in fair quantities, owing to its reasonable cost., its fuel-saving properties, and its many points, which appeal to the economical housewife. And equally important, it has not been taken up and pushed by the department stores.

Hardware and Metal believes the line to be a profitable specialty to push, and the editor will be glad to hear from any merchant who has already, or in the future, makes a success of handling fireless cookers.

Hardware Ads. in Canadian Newspapers

Discussion on the Value of Advertising in Local Newspapers or Store Papers—Local Publisher Not Always Alive to Get Best Results for the Merchant — The Pricing of Goods More Productive of Results Than Artistic Rule Work in Advertisements — Readers' Opinions Asked for.

By Weston Wrigley.

Newspaper advertising by Canadian hardwaremen is undoubtedly improving. More retailers are paying attention to the copy they supply the printer and to the arrangement of the matter by the compositor, to the use of cuts and the pricing of goods in the ads. But there are still some merchants who take a space in their local paper or papers as a matter of support or because it is customary for merchants to advertise. They pay out a few dollars monthly and change their ads often enough to prevent winter goods being advertised in midsummer, but they do not study the publicity proposition, being too busy with innumerable duties assistants could look after.

The progressive hardwareman is not only looking after every detail of his newspaper advertising, either personally or by having a bright clerk do the work, under his supervision, but he is also looking beyond the store for business by canvassing the farmers and builders and by building up a mailing list of probable customers, to whom are sent special literature supplied by manufacturers, and price lists of special goods put on sale at different seasons of the year. Some are even going so far as to publish at regular or indefinite intervals a small paper of their own giving store news relating to the lines of goods handled and quoting prices wherever possible.

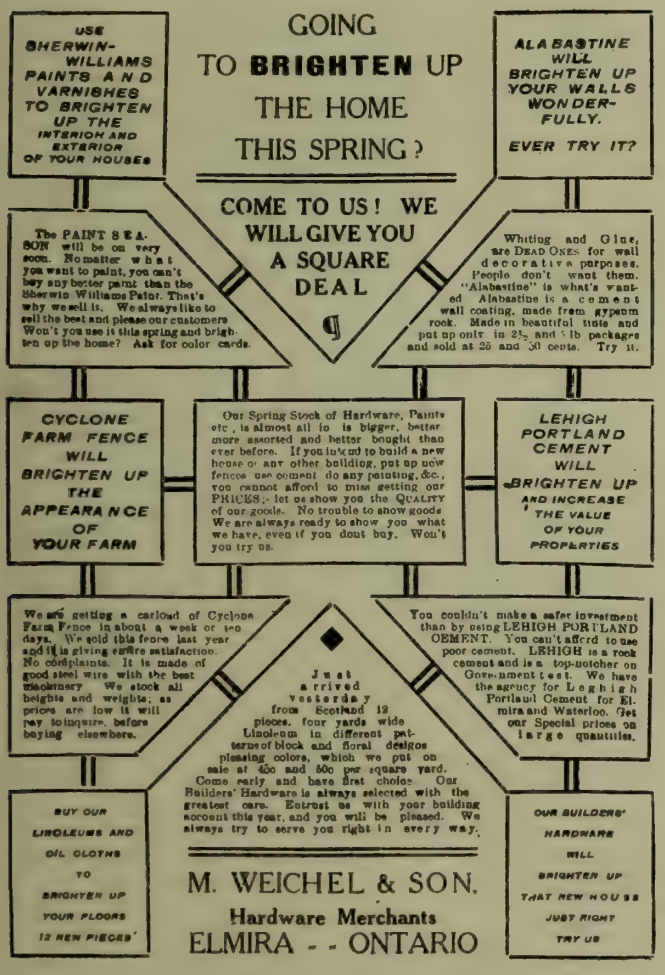
Last Page of Store Paper Issued by W. F. MacPherson, Prescott.

Store Papers.

Up to a certain point these store papers appear to be a good thing, but it is beyond doubt that they can be carried too far, and the money spent in their publication can be spent to much better advantage by taking enlarged space in an established local paper going into the homes of the best people in the neighborhood. The newspaper publisher, if he knows his business, will make his paper readable and secure a much better mailing list than the merchant can compile, and if he is enterprising he will co-operate with the progressive merchant in having the ads. appear in striking form so as to attract attention and bring the merchant results. By so doing he is developing increased business for himself; as a live hardware advertiser is likely to wake up a grocer or drygoodsman to similar efforts.

Sample Page of Johnson's Paper.

Two of the highest advertisers in the Canadian hardware trade are A. W. Humphries & Son, Parkhill, and Taylor Bros., Carleton Place. The former run a three-column ad. on the editorial page weekly, it being written in breezy and attractive style, well illustrated and the display matter arranged in a manner to indicate that the printer knows his business. The latter firm takes a space four or five inches deep across the top of a page of reading matter, and while the illustrations and display type are sometimes out of balance, the ad. is always striking. Both firms supply Hardware and Metal with samples of their ads. frequently.



Novel Ad. With Much Misplaced Energy.

Type of the Modern Ad. That Brings Results.

On the other hand, W. F. McPherson, Prescott, who acknowledges that in the past he has "not been much of a believer in advertising, but is rapidly becoming converted to the belief that it pays," uses in his local paper an 8-in. space single column, illustrated and changed weekly. Mr. McPherson was impressed with the talk on advertising at the last Ontario Retail Hardware convention, and resolved to reap some of the advantage to be gained from the help given retailers by manufacturers, Consequently, he recenty published "McPherson's Silent Salesman," the last page of which is reproduced herewith. It comprised four pages the same size as Hardware and Metal, but it was weak in failing to quote prices on many of the lines advertised. The first page announced "Star" Portland cement, lime, prepared plaster, alabastine and Paroid roofing; the second page, Ideal and Pittsburg wire fencing, Leader churns, New Century washers and Read's fertilizers; and the third page was devoted to the Canada Paint Co.'s products, on three of which prices were quoted, these being, with the exception of three lines on the last page, the only places where prices were named. Mr. McPherson states that he had reasons for omitting prices on some of the lines and is invited to express them in a future issue. He had 1,000 of the "Silent Salesmen" printed, at a cost of less than $10. About half were distributed in town and helf sent to names on his mailing list, with other matter supplied by jobbers and manufacturers.

A more pretentions publication has been gotten out by Johnson Bros., Boissevain, Man., who recently succeeded H. S. Price, prominent in the old Manitoba Retail Hardware Association. It contains 16 pages and cover. 9x5½ in. in size, two pages being devoted to store talk and one to "paint information," the other 17 being advertising, and out of nearly 50 articles shown, only half a dozen are not price-marked. A typical page in shown in reduced form in the accompanying illustration and we feel sure that much better results will be secured as a result of stating the prices of goods in plain figures. It is further stated that on ail goods not marked net cash, register checks, good for 5 per cent. off (in trade) are given.

Two Styles of Advertising.

Two widely separated types of ads. are shown side by side, each being reduced from three newspaper columns in width to their present size. The ad. of M. Weichel & Son may be considered a work of art by the ad.-writer or compositor who conceived the novel design, but hours of time were wasted in the elaborate scheme of rule work. Weichel & Son do not deal in the brass rules so prominent in the ad. On the contrary they sell paint, fencing, builders' hardware, cement, linoleum and other goods mentioned or displayed in small letters secondary to the rule work. Prices are given on two lines only, but undoubtedly more confidence is gained in quoting prices in plain figures than in talking of a square deal. George Pearsall & Son's ad., occupying a space one inch across three columns less, is calculated to be far more effective in selling goods than the Weichel announcement. Besides a talk on sharpening tools, nearly two dozen seasonable articles were shown and in all but two prices are plainly stated.

Readers of Hardware and Metal are invited to send samples of their store advertising, newspaper or circular, as

well as a frank expression of opinion on any pdint made in connection with advertisements criticized or commended in this department. Especially is an expression of opinion desirable on the pricing of goods in advertising matter and the advantages of local newspaper advertising over circulars or store papers.

AVOID DUPLICATING ADVERTISEMENTS.

By A. A. Briggs, London.

In order that a retailer may secure full value from the manufacturers advertising, it is necessary that any advertising of his own be purely of a supplementary character, and that it be in those mediums which the nature of the business authoritatively declares compatible.

The manufacturer advertises to awaken a general interest in his product. The dealer advertises to awaken a particular interest in the same product—i.e., an interest that will bring the people of his own town into his store no matter whether people in other towns are bothering about the same products or not.

Often in the developing of this particular demand the retailer loses sight of a very important fact—the costliness of duplication.

A retailer's stove ad appearing in the same paper in which the manufacturer's stove ad appears, and primarily advocating the purchase of the same articles, is nothing else than duplication. Where goods are retailed by specially-appointed agents, the retailer's name appears at the bottom of the manufacturer's ad, and, therefore, the public are told just where they can make the purchase. Retailers advertising in such cases, unless it pertains to other goods or to specific retail information such as repair work, is pure duplication, because it is nothing short of overlapping publicity. One or the other of these ads is unnecessary—and that "one or other" is the retailer's. What he should do is to attempt the gathering in of the business by a systematic backing up of the manufacturers advertising. How can he best do this? In many instances by the judicious use of a monthly house organ mailed to addresses that newspaper's don't reach. This can be published at less cost than newspaper space for the reason the retailer has often to pay a great deal more for newspaper space than manufacturers, through agencies, have to pay.

In addition, the monthly can be made quite general in its survey and quite entertaining in its character. It can be made a sort of reminder of the season's dictates, and announcer of bargains, and a general purveyor of timely store news.

Using the same electros he would use in newspaper space, the same arguments, the same testimonials, the retailer can through the instrumentality of the monthly re-enforce the manufacturers advertising and strengthen the ties of custom between the people and himself.

The monthly should be attractive, but it should not be gaudy nor over idealistic. There is far too great a tendency in the monthlies of to-day to preach instead of to proclaim to the readers. What the people want is news, not opinions, concrete records not abstract notes.

All such "forget-me-nots" as lists of firm alarm boxes, holidays, etc., should be left out of a retailer's monthly. They cheapen the publication and consume space.

Four to eight octavo pages are enough for the average retailer, and these should be filled with timely hints accompanied by suitable illustrations.

SPECIAL TYPE IN ADS.

Merchants in many small towns complain that they are not able to obtain any newspaper advertising which suits them. They say that owing to the limited equipment of the local printer their advertisements and circulars are set up in the same type as are their competitors, and, as a result, they all look alike. This is a discouraging condition of affairs for the man who has been studying the principles of good advertising and wishes to put into practice what he has learned.

The best remedy for this condition is to explain what you desire to the printer and then purchase several new and attractive borders and four or five fonts of display type which are decidedly different from any which the local printers own. This material is to be used only on the work of the merchant who purchased it, and is to be used by him in all printed matter issued in order to give his ads the desired personality. Where this is done and some pains taken in writing and setting up the advertisements, the results should be something unusually effective.

RETAIL HARDWARE ASSOCIATION NOTES.

Increased interest is being manifested in the Retail Hardware Association excursion from Toronto to Montreal and return by boat, on August 23. Secretary Wrigley sent out a circular to Ontario hardwaremen last week giving the details of the trip as arranged so far, and he reports the receipt of many notices from members who are planning to join the party. The recent enrollments include representatives of several new firms who have just joined the association, as well as W. J. McMurtry and wife, Galt; J. Walton Peart, St. Mary's; Fred W. Otton and wife, Barrie; and other well-known members. A good sized party is assured but the choicest reservations of staterooms and berths will, of course, go to the ones who register first.

Representatives of the wholesale and manufacturing concerns in the hardware, paint and stove trades will also be welcomed as members of the party, the low rate of $19 to members of the association and $20 to the non-members making the trip an attractive one from the standpoint of price.

The regular rate on the big Richelieu & Ontario boats from Toronto to Montreal and return is $16.70, not including meals and berth, these costing about $11 extra. The return rate by train is $16.70 plus $4 for berth both ways. Consequently it will be seen that the rate of $19, including meals and berth for three days on the water, is exceptionally low, while the rate of $20 to friends who are non-members only allows the association a margin of $1 to cover the incidental expenses of the trip.

A folder describing the trip will be sent to any one on request.

Oversight in Hardware Bulletin.

Members of the Ontario Retail Hardware Association who have received a copy of the National Retail Hardware Bulletin will have noticed an error in overlooking the attendence of Vice-President Madole, Napanee, Ont., at the recent Milwaukee convention. Mr. Madole was delegated to represent the Ontario association by the executive committee (failing Mr. Ballantyne's ability to attend) and he regularly attended each session at Milwaukee. The Bulletin on page 83 says "Ontario sent three representatives and they were welcome visitors" but on page 90 reference is only made to Fred C. Lariviere, Montreal, who did not represent any organization, and Secretary Wrigley, Toronto, of the Ontario Retail Hardware Association.

NEW BURGLAR ALARM.

A Dresden (Germany) engineer has invented a simple appliance for giving warning of attempted burglarly or forcible entry into premises. This appliance has been tested by the police authorities of Dresden and Berlin, and the most experienced criminal experts were unable to find flaws in the apparatus or to enter into the protected premises without starting the alarm. The appliance itself is very simple, consisting of a curtain or portiere, wired with fine conductors. At certain places on the curtain are affixed small metal knobs, which are connected with the wire conductors. The curtain is then drawn across the window or door, or around the safe, and the slightest disturbance of this position immediately breaks the circuit, as the metal knobs are thrown out of contact with each other. Should the burglar notice the wires and cut one or several thereof, the breaking of the curcuit would also start the alarm. Any other attempt to destroy the protecting curtain would also be noticed. Any curtain, unless made of fire-proof material, would also act as a fire alarm, and these forming a most conspicuous part of the device, can be designed and arranged to suit individual taste.

HARDWARE AND METAL

Established - - - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses:

Canada: Macpubco, Toronto. England: Atabek, London, Eng.

OFFICES:

MONTREAL - - 701-702 Eastern Townships Bank Bldg Telephone Main 125

TORONTO - - - - - - - 10 Front Street East Telephone Main 7324

WINNIPEG - - - - - 511 Union Bank Building Telephone 3726

LONDON, ENG. - - - - 88 Fleet Street, E.C. J. Meredith McKim Telephone, Central 12960

BRANCHES:

CHICAGO, ILL - - - - - - J. P. Sharpe 933-935 Monadnock Block

NEW YORK - R. B. Huestis, 1109-1111 Lawyers' Title, Insurance & Trust Building Telephone, 1111 Cortlandt

VANCOUVER, B.C. - - - - - - R. B. Bennett

PARIS, FRANCE - Agence Havas, 8 Place de la Bourse

ZURICH, SWITZERLAND - Louis Wolf: Orell Fussli & Co.

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.
PUBLISHED EVERY SATURDAY.

DR. PYNE'S "RED HERRING."

Hon. Dr. Pyne, Minister of Education for Ontario has returned to the attack on MacLean's trade journals which he began a few weeks ago during a platform address. His latest attack is in a letter to a Hamilton bookseller published in the Herald of that city. He says: "There is a criticism arising from certain electric corporations, and through their influence certain trade journals are endeavoring to stir up the retailers of the province by means of circulars. The men who are at the back of this have really no financial interest in the books, and are endeavoring to use the retailers of the province for their own interests."

Hon. Dr. Pyne's statements regarding the influence which induced MacLean's trade newspapers to take the stand they have in regard to this matter are most unfair, and what is more they are untrue. The so-called electric ring neither in word or even by suggestion, had anything to do with the articles in question. One who is head of the educational institutions of Ontario should make sure of his facts before he speaks. He should not make wide ventures in speech even if it is for the purpose of "saving his face" as the Chinaman would say. He should be an example for probity as well as for sound logic.

The fact of the matter is that the Education Department has made a grave blunder, and no one knows that better than Dr. Pyne himself. His attack on the MacLean trade papers is merely an attempt to burke the question and to draw a red herring across the track.

MacLean's trade papers have no complaint to make against the Ontario Government because it has brought about cheap readers. One of the planks of the party now in power when it was in opposition was cheaper school books and it was their bounden duty to carry out this policy and to get books as cheaply as possible commensurate with efficiency. We believe it has honestly tried to carry out its pre-election promises in this respect. It is obvious, therefore, that we have no quarrel with the government on this point. Where we break with them is in regard to method. The T. Eaton Company is not a publishing house in the accepted sense of the term. It has a printing plant employed wholly for printing its own catalogues and other literature. That in itself is perhaps not a serious objection.

Where the government made the mistake was in giving the contract to the Eaton Company before considering its import. We are not quarreling with the government because they made this mistake. Governments as well as individuals err. We only ask, in view of the fact that they did make a mistake, that they take steps whereby the evil wrought the retail trade in Ontario may at least be modified.

The government can do this in two ways. They can stipulate that the imprint of the Education Department shall be placed upon the books instead of that of the T. Eaton Company. Furthermore, besides doing this, they can distribute the books themselves.

We are not asking them to do something they cannot do, but are merely asking that they do that which under the provisions of the contract they have the power to do. As an act of justice to the retail interests of the country they should not hesitate to move in the matter.

Drawing a red herring across the track will not lead the retail trade to any other conclusion than that the onus of affording relief rests upon the Government. To the retail trade the red herring smells "fishy" and it will not divert retailers from their purpose to secure a remedy.

It is quite true, as Dr. Pyne says, that MacLean's trade journals are working in the interests of the retail trade. Why shouldn't we? No one knows better than Dr. Pyne the harm the department stores have wrought to the retail trade. In this reader contract the Education Department of Ontario, unknowingly, it is true, place in the hands of the T. Eaton Company a weapon more powerful and potent than any yet possessed by that or any other department store to further cripple and maim the retail trade.

For ten years and perhaps for longer, because the contract is renewable, every reader that leaves the department store will have on its title page what is practically an advertisement for the T. Eaton Company. As pupils requiring a reader can get it from the T. Eaton Company for the same price as the local retail dealer is charged they will only in rare cases be satisfied to pay the higher figure which must necessarily be demanded by the local dealer if he cares to handle the book at all, as the parents of the children are not likely to hesitate as to where they will buy the books. Twenty per cent. is twenty per cent., and they will be as anxious to save that discount as any business man would be on his purchases. Consequently parents will send to the department store for the readers and not only for them but for other school books besides.

But the trouble is they will not stop at school books. When sending for the latter they will naturally order general merchandise—food, clothing, house furnishings.

Every reader bearing the imprint of the T. Eaton Co. will be an advance agent for the latter into every home which it enters.

It is these facts which are alarming the retailers of this country and cause them to join with the MacLean trade journals in asking the government to exercise the privileges it possesses under the terms of the contract.

The Hamilton Herald warmly praises the Government for providing cheap readers but says that the objection to the readers being used for advertising the T. Eaton Co. is a sound one. "No advertising matter," it declares, "ought to be allowed within the covers of these school books." That, in reality, is all that the MacLean trade newspapers are asking for.

Judging from the way in which Dr. Pyne is trying to draw a red herring across the track the government is not yet disposed to modify the terms of the contract. Until they are persuaded the retail trade should not let up for one moment in their agitation to have the objectionable features of the contract eliminated.

After one has once felt the joy, the exhilaration, the infinite peace and satisfaction which come from the exercise of his highest faculties, he cannot be satisfied ever again to grovel by the exercise of his brute faculties.

If you are not doing good with the little you have, if you are not making the most of it, you may be sure that you are not likely to do the great good that you think you will when you get a lot of money.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin—Unchanged.

Canada Plates—Reduction in ordinary, and galvanized ordinary.

Putty—Adance of 10c and upwards on different quantities.

Toronto.

Turpentine—Further advance of 2c.

Putty—10c advance on a.l grades.

THE MARKET SITUATION.

It cannot be said that the primary markets, with the exception of spelter, are in a very satisfactory state. Tin has been fluctuating with a sagging tendency. Consumption has been dull both in London and New York, and speculative movements control the situation. Copper is still highly speculative in London, and with the want of character to the New York market, prices are swayed by the operations across the Atlantic. The result has been that copper generally has been strong or weak as figures showed in London. Consumption is on the dull side, and while stocks have decreased this side, they have increased in the Old Country. Spelter, held under strong control, has maintained its price both in London and St. Louis. Lead has shown a declining tendency, and has gone below the £13 mark, the first time for many weeks. Cleveland warrants are quoted at 48 shillings and threepence, the same figure as in our last issue. Iron and steel are about the same. Exports are being sustained, and with home consumption improving a little, conditions look brighter. The situation in the States continues to show strength. Production is at the highest rate attained since October, 1907. Specifications during June have been heavy. The month it is believed, will show a much greater aggregate of business than for any month this year. Prices have an advancing tendency.

MONTREAL.

July 2.—There is no doubt as to June being the best month of the year up to now. A steady rate of improvement has been kept up, while collections have proved much more easy. Under these circumstances the markets have a very bright tone, and merchants look forward with confidence to another good month in July. As we have previously pointed out, users are putting by little stock, if any at all, and therefore the situation, with improving industrial activity, is very healthy indeed.

There is no change in the markets this week, with the exception of a cut in ordinary Canada plates and in the galvanized ordinary. All the metals have been in good demand, and orders have come in from all parts. Inquiries are numerous, and less general in character, showing that users are displaying more interest in the market. They are requiring metal all along, and ordering from hand to mouth as they do, it is necessary to keep careful watch on the progress of the markets.

PIG IRON—Steady business is reported in imported pig with a firm tone to the markets. Contracts for late delivery are now being freely placed, and a busy time is likely to ensue up to the close of navigation. Canadian furnaces are keeping well employed and prices are still held at $19. The good tone to the United States markets continues to help matters here. New buying across the borders has been good during the month, despite rumors to the contrary, and prices are well held. It is estimated that June will show a much greater tonnage than either April or May. The Old Country market is unchanged. Prices have fluctuated within easy limits, and the tendency is for trade to improve. We continue to quote: Imported pig, Clarence, $16.75 to $17; Middlesboro No. 3, $16.50 to $16.75; Summerlee No. 1, $19 to $19.25; No. 2, $18.50 to $18.75.

TIN—There is no change in the jobbing price of tin this week, and we quote 33c. The decline in the English market had the effect of weakening things somewhat, but trade being good no change was made for ordinary lots, although large orders have been shaded. Inquiries have been good. Tin undountedly has been disappointing so far as the primary markets are concerned. There seems to be little reliance in the metal and when consumption is undoubtedly better, prices are forced down, and when consumption is dull prices are advanced. London, operators, however, hold things in their own hands.

COPPER—There is a good tone to copper, and prices are unchanged at 14¼c for ordinary jobbing lots. Orders have come in freely during the week and for better bulk. The strength of copper so far as this market is concerned is the lowness of stocks in consumer's hands. They are not so well supplied as users are reported to be across the border. The speculative movement in England has continued, and the market seems riding for a fall, unless the consumptive demand catches up. The rate of prouction continues in the States, with consumption on the quiet side, and buyers and sellers indifferent.

SPELTER—Spelter continues firm at old price of $5.75. Trade continues at its high level, and prospects look favorable for good business right through. Some excellent contracts have been placed. The primary markets keep firm, and local prices reflect outside conditions.

LEAD—There is no change in imported lead. Prices are quoted at $3.60 with Trail at $3.50. The English market has been showing a decline for some time. The consumption is dull, and there is no strength to the market. Little flurries are made, but they do not last long enough to give any strength to the situation.

PLATES—A reduction has been announced in Canada plates ordinary, the old price of $2.50 being reduced to $2.40, while the galvanized ordinary 18x24x52 and the 60, are reduced from $4.35 and $4.60 to $4.25 and $4.40 respectively. Trade is good, and the reduction may stimulate further purchasing.

TORONTO.

July 2.—Another slight advance in trading is noted this week. Prices of all metals are unchanged, though iron and steel are much firmer. If more business was offering no doubt there would be some higher prices. The outlook is cheerful, as there is some heavy work pending. Copper shows a tendency to recede, but no lowering of prices has taken place. The other metals are slightly better.

PIG IRON—Only a moderate business has been done in pig iron, but the market is firm. The situation is improving from week to week, and the present one is no exception. The holiday has, to some extent, detracted from placing large orders. Prices abroad have advanced, and were pig iron moving in large volume here no doubt there would be higher quotations on the local market. Canadian foundry is $19; No. 3 Middlesboro, $19.25, and Cleveland, $20.

COPPER—There is a slightly easier market for ingot copper, and, in fact, all copper lines. Demand is quiet and consumption is slow. The collapse of the speculative movement abroad has depressed the situation locally. The quotation is yet at 14½c.

TIN—This metal has got out of the rut and presents a slightly better front. There is no irregularity to the market, but neither is there any firming up in price. The quotation of 32½c holds good.

LEAD—Showing signs of renewed activity is the lead situation this week. Orders are more numerous, and ask for larger quantities. Altogether the situation is more favorable. The local quotation of $3.65 is being maintained.

SPELTER—This metal is again on firm ground, the business done this week being much more active than in several former weeks. The figure of $5.75 yet holds the market. Some good sales are recorded.

OLD MATERIALS—As with the new metals scrap and old materials show a brighter outlook. The past week's business, if allowance is made for the holiday, is as good as any one week for two or three months. Prices hold their own and are unchanged. Dealers are paying for heavy copper wire, 11¼c; light copper bottoms, 10c; heavy red brass, 10¼c; heavy yellow brass, 8¾c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3½c; No. 1 wrought iron, 10; machinery cast scrap, No. 1, $14; stove plate, $12; malleable and steel, $8; old rubbers, 7¾c. These prices show an advance in copper wire, heavy and light brass and zinc.

A combination to control the price of zinc in America is said to be planned by the mining men of Missouri, Wisconsin, Illinois and Iowa. It is proposed that there be an agreement between the Wisconsin Mining Assn. and the Missouri Lead and Zinc Assn., which include practically all the properties in their respective districts, to cease production at any time when the price of zinc concentrates falls below $40 per ton, the concentrated to be rated on the basis of 60 per cent. metal.

HARDWARE MARKETS

MONTREAL.

July 2.—A steady stream of business has come in during the week, and as nearly every order has been marked "rush" jobbers have had little time to spare. In fact on several days almost a stage of congestion has been reached. There is a limit to every shipping department, and those dealers who have had to wait a little for their goods must only thank themselves for waiting until the last moment before ordering. In some cases delivery from the manufacturers is not so good as it might be, and it is quite probable that if the demand continues to improve a shortage will appear in many other lines. Many manufacturers were inclined to shut down somewhat when the jobbers were not buying so freely, and the result is that supplies are not overabundant. Dealers would be well advised to look after their future requirements in time, for heavy fall business is anticipated.

There is a confident tone among the trade. Everything is going along well.

Harvest tools continue in strong demand. Miners' supplies have shown improvement, and good bulk is now going out. There is a strong demand for builders' hardware, while preserving utensils are moving steadily and well. Hammocks, swings and garden seats are in good demand, while hose is still a prime mover. Bookings show improvement in cow ties, lantern and other fall goods. Prices are firm, with an advancing tendency.

BUILDERS' HARDWARE.—A strong demand is showing for builders' hardware. Delivery in some lines has been to obtain from the manufacturer, and as the demand continues, this condition is not being improved. There is a very optimistic feeling as to building prospects, and builders' hardware seems to be in for a very heavy call all through. No important price changes are announced, and we continue to quote: Door sets and escutcheons, 50 and 10; escutcheon pins, steel 50; brass 55; spring hinges No. 20, $9 per gross.

HARVEST TOOLS.—A very strong call exists for harvest tools. All kinds are in demand, and the season, after opening late, promises to be well up to average. The market is firm, and we continue to quote: Hay fork pulleys, $1.60 to $8.50 a dozen; hay carriers, $3.50 and up; harpoon forks, $1.25 and up; hay rakes, etc., 55 off.

SUMMER LINES.—Hammocks, garden seats, awnings, tents, etc., are moving out well. Sorting orders are still in evidence for hose, while lawn mowers continue to be active. Household lines are in regular demand, and carpet sweepers, washing machines, wringers, granite and tin ware are in steady request. Immediate delivery for fruit preserving utensils, such as presses, cherry stoners, apple parers, maslin kettles, jars, and rings is wanted in some cases, while bookings are increasing. Early fall lines such as cow ties, lanterns, etc., are showing strength.

MINERS' SUPPLIES—An improvement is showing in miners' supplies. Good sorting up orders have been received, and the market is in fair shape. We continue to quote—Miners' picks 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel 8c.

BOLTS AND NUTS.—A strong demand is maintained for bolts and nuts. The market is firm and unchanged. Nails are also in good demand. We quote—Discounts on carriage bolts and smaller, 70; machine bolts and less 60, 10 and 10; coach screws 75; stove bolts, 80 and 7½.

SCREWS.—Screws continue to move out in good bulk. Local orders seem very prominent. We quote—85 and 10 off for flat and round head, bright; 75 and 10 off for flat head, brass and 70 and 10 for round head, brass.

SPORTING GOODS.—A very active movement is noticed in sporting lines. Guns and ammunition are in better request, and good business seems to be coming along. Camping outfits have had a stimulation this week, as vacation time is now on. Camping enamelware is also selling strongly. Fishing tackle continues to be prominent, while there is a steady sorting call for baseball and lacrosse outfits. Other lines are also moving well.

WIRE.—There is no falling off in the orders for the lines now in season, such as annealed hay wire, etc. The markets are firm, and we quote: Barb wire, car lots, and mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b., Montreal. Coiled spring fencing, $2.45; straight and mixed car lots, and $2.55 small lots. Plain wire, bright, annealed and annealed and oiled, $2.25 base. Other lines $2.30 f.o.b. Montreal.

TORONTO.

July 2.—There has been little change in the volume of business as compared with a week ago. Trading is yet active, but hardly up to the mark set at the beginning of June. Rush orders continue to be received for seasonable and sorting articles, but the shipping staffs manage to get the goods out in time.

The general sentiment in the trade is cheerful and jobbers are quite satisfied with passing business. Prices hold firm and unchanged. The best current trading is done in builders' hardware and lawn and summer goods. Wire products, too, are in splendid demand.

SEASONABLE GOODS—Hammocks, lawn sprinklers, hose, shears and seats are among the summer goods most called for in present orders. Express waggons and wheel barrows, too, are good sellers. Screen windows and doors are yet active, though not so much in demand as three weeks ago. Some of the lighter garden and farm tools are steady, and inquiry is made for early fall and harvesting tools. Barb fencing and wire products generally are still in good demand.

BUILDERS' HARDWARE—The extensive building operations now going on in city and country are productive of splendid business. The first line to open for rush orders in the spring, builders' hardware, continues to be the best seller in the hardware field. All kinds of locks and trimmings are asked for, though probably the higher grades are more in demand by 25 per cent. than was the case a year ago. Screws keep steady sellers.

HEAVY GOODS—While nails and bar iron are still going out in goodly volume, buyers are not so insistent that their orders be immediately filled. The demand is steady and above normal. An impetus has been given to iron pipe sales by recent building regulations regarding the encasing of electric wires in pipes. Trading is very satisfactory.

SPORTING GOODS—Fishing tackle and outfits for the holiday are the most prominent lines among sporting goods sold this week. There are a number of novelties on the market and these are increasing almost daily. Many outfits are put out containing practically everything a fisherman needs, and they are put up in compact forms so as to occupy a minimum amount of space. Baseball and lacrosse goods are still steady, and guns and ammunition are about normal, with a busy season in sight.

U. S. METAL MARKETS.

Cleveland, July 1.—The Iron Trade Review says: "The mid year finds the iron and steel industry in an improved and favorable position. The mills have accumulated a large tonnage upon their books in practically all products, with the exception of rails and a better movement is under way in this latter market, which thus far as not extended much beyond the western mills. Reduced prices have played a strong part in bringing the general market and the operations of the mills to their present scale of activity. These have brought out a persistent ordering movement from buyers, which has backed up a large tonnage on mill books, so that producers are now acting more independently in taking additional business. This finds illustration in the attitude of the mills in declining to extend at booked prices the contracts expiring July 1, wherein the consumer had not strictly conformed to his promises as to specifying for material within the designated period.

In the production of lead the United States leads the world, according to a statement issued by the United States Geological Survey. During the calendar year 1907, the statistics for which have just been compiled, there was produced in this country 365,166 short tons, or 33 1-3 per cent. of all the lead produced. The production of Spain, its nearest rival, was but 18.7 per cent. of the total. In 1907 the United States contributed more than 30 per cent. of the world's production of zinc. The total production was 813,842 short tons.

HARDWARE TRADE GOSSIP

Ontario.

Norman A. Wylie, of the Kemp Mfg. Co., Toronto, is on a two months' trip to the Old Country.

H. J. Fuller and W. S. Howe, of Canadian Fairbanks, Limited, Montreal, spent June 30 in Toronto.

Ingram & Davey, St. Thomas, will put the iron roof on the new Bell Telephone building at that place.

Chas. N. Haldenby, managing director, Sanderson, Pearcy & Co., Toronto, is away for a few days' holidays.

The Pease Foundry Co., Toronto, per Phillips & Co., Orillia, was awarded the contract for heating the South Ward school.

Hugh A. Gunn, assistant manager, H. S. Howland, Sons & Co., Toronto, is spending a fortnight's holiday at Barrie and around Lake Simcoe.

As Hardware and Metal goes to press word is received in this office that a serious conflgration is raging at Cobalt. Half the business section of the town is already said to be destroyed.

J. J. Marley, of Stayner, who was clerk in Mr. Anderson's hardware store at Elmdale for a few months about a year and a half ago, died in the Collingwood hospital a few days ago.

W. E. Radcliff, manager of the Disston Saw Mfg. Co.'s Toronto plant, has with another gentleman secured the proprietorship of the Grand Union Hotel at that place. The consideration was $100,000.

R. Gray's hardware store at Streetsville, was damaged to the extent of $8,000 by a big fire which destroyed a number of buildings in that town on June 29. Mr. Greig had $1,500 insurance on his business.

J. E. Wainwright, who was a partner of Geo. Garrett in the hardware business at 582 College Street, Toronto, has opened up a hardware store on Roncesvalles Avenue. Geo. Garrett is continuing in the old stand.

A large frame storehouse belonging to the Ontario Iron & Steel Co., Welland, with its contents of supplies was burned to the ground last week entailing a loss of nearly $5,000, partially covered by insurance.

A. R. K. Macdonald, Elora, has been granted the contract for the galvanized ironwork for the roof of the new Carnegie library building there. He was also the successful tenderer for the metal shingles. The contracts are worth $210.

The Jas. Smart Mfg. Co., Brockville, have secured the contract for heating and ventilating the Wellington Street school, St. Thomas, with four No. 30 Kelsey warm air generators. This is the result of the good work accomplished in heating and ventilating the Balaclava Street school, four No. 30 Kelseys having been installed there last season.

The Orillia Hardware Co. was awarded the contracts for heating the West Ward and Central schools at that place. The first contract is worth $2,303 and the second, $1,248. The firm also received the contract for the plumbing, galvanized iron work, roofing and eavetroughing on the Central school. This contract is worth $896.

Cummer-Dowswell, Ltd., is the name of a new company which has been granted a charter to take over the Dowswell Mfg. Co., Hamilton, makers of dairy specialties, and household and laundry articles. The new company is to have a capital of $250,000. The members of the concern are W. L. Cummer, G. B. Dowswell, Fred. Dowswell, J. H. Cummer and F. T. Day, all of Hamilton.

Edward Sutherland a London tinsmith met with a serious accident by falling into a cellar a distance of some fifteen feet. He had been putting in some pipe in a house when his foot slipped, throwing him heavily to the cellar below. When picked up Mr. Sutherland was in a semi-conscious condition. An examination showed him to be suffering from a very severe contusion of the spine. The strain will keep Mr. Sutherland confined for some time.

Quebec.

R. H. Cowan, Alexandra, has been on a visit to Montreal.

A. H. Brittain, Montreal, is away on a business trip to the States.

D. Courville, of Vankleek Hill, Ont., has been visiting Montreal hardware circles.

C. C. Ballantyne, of the Sherwin-Williams Co., has sailed for Europe on the Empress of Ireland.

Seymour Peters of the Record Foundry & Machine Co., Montreal, has been on a trip to Moncton, N.B., where the headquarters of the firm are located.

It is reported that a syndicate of Montreal capitalists have acquired the business and plant of the Rhodes Curry Company, railway and street cars, forgings, etc., Amherst, N.S.

William C. McIntyre, Montreal, vice-president of the Dominion Bridge Company, and the Structural Steel Company, Montreal, was killed on Tuesday in an automobile accident outside Montreal.

G. H. Williamson, formerly of Carter Bros., Picton, Ont., has joined the sales department of Lewis Bros., Montreal. Being an all round athlete he will be an acquisition to Lewis Bros. hockey team next season.

The R. E. T. Pringle Co., Montreal, have gone into voluntary liquidation and the business is being wound up. Joseph Desautels, of the Dominion Mercantile Protective Association, Montreal, has been appointed provisional liquidator, The liabilities and assets are being collected, and a statement will be made before long as to the position of affairs, and the course likely to be pursued.

Western Canada.

W. B. Boulton, Wapsella, Sask., has sold his hardware business there.

The estate of J. H. Walsh is advertising the hardware stock of the late Mr. Walsh at Osagae, Sask., for sale by tender.

The Morrin, Thompson Co., grocers and hardware merchants, Phoenix, B.C., have recently acquired some property there on which they purpose erecting a handsome store. Mr. Thompson states that construction work will probably commence in July.

Maritime.

Charles B. Spear who has had a wide experience in tinsmith work, has opened a store at Sussex, N.B. Mr. Spear was formerly shop manager for the Eureka Co., but has decided to commence business on his own account. He was also with H. H. Dryden for some 19 years.

F. P. Jones, general manager of the Dominion Iron & Steel Co. at Sydney, C.B., states that he has received authority to spend the $2,500,000 voted for the expansion of the plant on the immediate construction of a blast furnace, a full complement of coke ovens, and a merchant mill.

Extensive alterations are about completed in the Hardware Store of A. S. Austen, Halifax. The retail store now covers about 5,000 square feet floor space and is fitted up in a most modern manner. The stock comprises a large range of paint and general hardware and since its being established in 1894 the store has enjoyed 15 years of rapid growth.

MARKET FOR CANADIAN STOVES.

J. S. Larke, Canadian trade commissioner in Australia, expresses the opinion that a Canadian firm could do a profitable business in heating apparatus, though it would be compelled to change the patterns to those suitable to this climate and possibly have to put them together here. The Australian and the New Zealander both prefer the open fire places and the houses are adapted neither to stoves, furnaces nor hot water, but some stoves are being sold and, under skilful men who know their business, the trade could be extended. The stove now sold to some little extent is the slow combustion stove made in England and Scotland, low in price and moderate in the consumption of fuel.

There are portions of the country where the temperature goes below freezing point, which it rarely does in the coastal cities, and where some better heating than the open fire place will shortly be required, especially as timber begins to get scarce and fuel higher in price. Very few of the houses in the country are heated in any other way than by the open fire place, which is expensive and wasteful. To create a demand and to supply it would rather be the establishment of an Australian than a Canadian industry. Portions, however, of the heating apparatus could be brought from Canada. There is a possibility that it would be found, as in stoves, that until the Canadian raw material is at least as cheap as the iron of Scotland and the freight from the Canadian factory as low as that from the Glasgow manufacturer it would be found cheaper to have the castings imported from Scotland.

There was an advance of 25 cents a ton in all grades of pig iron at Pittsburg last week, the minimum of the market at valley furnace reaching $15.-25 for bessemer, $14.75 for basic, No. 2 foundry and malleable, and $14 for forge.

Trade Gossip from Canada's Eastern Provinces

New Industry Being Established at Miramichi, N.B.—Stove and Plumbing Company Organized at St. John—Funny Reason Given For Sending Big Order to a Toronto Departmental Store—Copper Smelter For Nova Scotia.

HALIFAX.

June 28.—Outside of a fairly good demand for builders' supplies and farming tools the hardware business is now getting a little slack. Prices are now fairly steady in most lines and no change is looked for except in metals which have a tendency to go higher. The outlook however, is promising for a good fall business.

A. Molton of the Maritime Paint and Varnish Company, Halifax, and C. Carter of Boston, spent the past week in Charlottetown, in the interests of the Carpenter Morton Company of Boston, to secure representatives for the Quality Brand Ready Roofing, which is largely used in the United States. For the eastern section of the Island, Fennel & Chandler, of Charlottetown, will attend to the distribution of the roofing. Mr. Carter has also secured representatives in several sections of Nova Scotia to handle the roofing. The American firm intends to make a strong bid for the Canadian trade.

It is reported that the Colchester Mining Company with a capital of one million dollars intend to develop the copper properties at Tatamagouche and that a smelter, giving employment to thirty men will be set up. The report further states that the company will increase its capital to ten million dollars for the purpose of buying up or leasing thirty square miles of property, on which it holds option, in Colchester and Pictou Counties.

A New Glasgow paper has the following interesting item showing the way in which the departmental stores are cutting into the retail business in this province. "Amherst people are very fond of the automobile and boast that they are not behind the age like some other towns. From a reliable source we learn that last week from one community in Cumberland, a club formed for the purpose, sent in one package $972.00 to a departmental store in Toronto for articles that, were it not for the deadly auto and other reasons would have been purchased from the stores in Amherst. This must be a great loss to the merchants of the town of Amherst."

Angus MacDonald, late of the Dominion Coal Co., and one of Cape Breton's most popular mining men left last week for Lethbridge, where he is to assume the management of the Diamond Coal Company. J. H.

ST. JOHN.

June 29.—Wheaton Bros, Folly, N.S., have been awarded the contract for the construction of a railway from the Drummond iron mines, in Gloucester county, to Bathurst, where smelters and shipping facilities will be constructed. The road will be 16 miles in length.

The Town of Woodstock is to vote on the question of giving a bonus to aid in rebuilding the tannery of John Dickinson, recently destroyed by fire. If the vote is favorable, an up-to-date tannery costing about $80,000 will be built.

James Pender, head of the Pender Nail Works, will probably be a delegate from the St. John Board of Trade, along with W. F. Hatheway, M.P.P., to the meeting of the Chambers of Commerce of the Empire, which will open in Sydney, Australia, on Sept. 14th. Mr. Pender has two brothers—John and William—who are engaged in the horseshoe nail business in Melbourne, Australia.

F. E. Law, Robert Clark, Walter Stewart, Amon Wilson and John Hamilton, of St. John, have applied to the Provincial Government for incorporation as the People's Stove & Plumbing Co., to carry on the business at present conducted by F. E. Law.

W. E. H.

NEWCASTLE.

June 26.—A new industry is now being promoted on the Miramichi by James Feinbrook, of Chatham, N.B. This is a project for extracting turpentine, tar wood alcohol and wood oils from the stumps of tree tops and lumber left by lumbermen. Mr. Feinbrook has been successful in extracting a quantity of each of these products by a secret process, and the turpentine is pronounced to be equally as good as that produced in Sweden. All winter Mr. Feinbrook has had eight men at work at McKenzie's Brook, near Doaktown, engaged in making preliminary tests. He has also secured a concession of a large tract of land for ten years, and in order to exhaust this area an expenditure of $100,000 will be necessary. Mr. Feinbrook is planning the formation of a $1,000,000 company to carry on the project.

Jacquet river village, between Bathurst and Campbellton, is experiencing a building boom. At the present time a large number of houses and other buildings are being erected, one being a branch of the Royal Bank, which will when finished be the third bank there.

H.H.S.

Interesting Trade Items Gathered in Ontario

London May Get New Industry—Fifteen Cent Stores Stop Peddling Trade at Chatham—Ottawa Business Taken Over by Competitor — Debt Collection System at Brantford a Success.

OTTAWA.

June 29.—Water coolers, screen doors and windows, lawn sprinklers and hammocks form favorable topics for the hardwareman here at the present time. With a temperature approaching ninety degrees, every means conducive to refreshment is employed and exploited.

J. M. Young, of the Ottawa Paint Works, was a delegate to the S.O.S. convention, in Toronto.

A hardware business transfer is announced, which denotes, not only enterprise, but also faith in the commercial promise of the future. The business owned by the late W. Graham, and since his demise, managed by his estate, is situated on the corner of Bank and Lisgar Sts., and has recently been purchased by R. Mulhall. Mr. Mulhall intends retaining his present store at 806 Somerset St. but will make the Bank Street store his headquarters. His association with the hardware trade has been one of valued experience and has enabled him to observe profitably the best and most productive of business methods. He was for eleven years with the late W. Graham, for four years buyer for Butterworth & Co., and later with Kemp & Company of Toronto. He has been five years at the Somerset Street stand, and reports a healthy, thriving and well promising business. A goodly connection with the building trades, enables him to handle large quantities of requisite materials and this year he has disposed of six carloads of tile pipes and a carload of glass. By his new purchase Mr. Mulhall becomes the local agent for Gurney Tilden stoves and ranges, and it is his intention to make an extensive and comprehensive exhibit at the Central Canada Fair this fall. He purposes specializing in housefurnishings and builders' hardware and in these lines will show a full and complete stock. This hardware man is ambitious, and his policy of possessing two or more stores thus increasing the purchasing power and consequently resulting in better prices, and in also paying cash for goods, ought to prove the correctness of his contentions and the issue will be one of success, rather than contrawise. He is president of the Ottawa Hardware Association and much interested in its workings.

Building permits still continue to prove interesting. Several for houses, ranging in cost from $1,500 to $10,000, have recently been taken out and the permit for the tuberculosis hospital was taken out on June 25. The estimated cost of this building is placed at $30 000, the construction being solid brick, three storeys high. Two solid brick schools are also to be erected by the Separate School Board, costing $12,632 and $13,393.

Charles Watt is showing some very fine imported baskets and automobile picnic baskets. This hardwareman pays special attention to the artistic lines of household hardware and his stock proves his good judgment in the choice of these lines. G.E.M.H.

LONDON.

June 29.—Hardware trade in London keeps very fair and dealers say they have nothing to complain of.

The convention of McClary's travelers and branch managers was brought to a pleasant close on Friday with a picnic at Port Stanley. In a special car provided for by the company the office staff and travelers left the city at 1.15 p.m., arriving at Port Stanley at 6 p.m. Supper was served at the Hotel Invererie. After this games were indulged in. A specially pleasant part of the programme was the presentation of a gold-headed cane by the travelers to Col. Gartshore, and a diamond ring to Miss M. Waide, who acted as official stenographer, during the convention.

A proposition has been made by the London Foundry Company to Louis Kindling, of Milwaukee, to manufacture the Kindling washing machine for Canada. A conference was held last week between the parties interested and a definite offer is under consideration.

Alex. McKenzie has left to take charge of the St. John, N.B., branch of the McClary business, and J. K. Arthurs is on his way to Calgary to assume management of the branch there.

F. T. Y.

BRANTFORD.

June 29.—The merchants of the city who are members of the Merchants' Protective Association, to the number of 110, state that the secretary is pushing the work ahead and already a large number of what were previously thought "bad accounts" have been paid up. The collector will start out next week to make calls on those upon whom the two letters sent out have made no impression. The small books with the list of persons who systematically run up debts with no intention of paying, have been distributed among the members of the association, and it is believed that not only will the system prove a benefit in having old debts paid up, but will enable the merchants to refuse credit to undesirable "charge-this-up" people.

Local hardware men are pushing the roofing trade, getting after the builders and owners when building permits are announced. Poultry netting and wire fences are good sellers, the former in the suburbs and the latter in the country, where they are displacing stump and rail fences, improving the appearances and enhancing the value of the farms. There is some difficulty in securing ice here, and refrigerators are not going out so fast this year as expected, though the sales distance those of last year.

A by-law has been passed making it necessary that every dog on the streets must be led, and as the by-law goes into effect immediately a big sale in dog collars and chains may be looked for.

Eighty-seven of the merchants on Colborne Street have petitioned for the removal of all poles removable on that street. The danger from fire is now made greater by the network of wires on the street.

A. W.

CHATHAM.

June 29.—Just now the hardware business is a trifle quiet, farmers being busy with their crops. Thanks to the recent warm weather, the crops have pretty well made up for set-backs in the spring. Wheat is already turning, and other grains are in good shape. Fruits, both small and large, promise well. The outlook is most encouraging.

E. B. Arnold, formerly of the firm of Wilson, Son & Arnold, architects has joined the staff of the Dominion Radiator Co., Toronto.

J. J. Zink, of Stephens & Douglas, hardware store, left last week to take a position with the Metal Shingle & Siding Co., Preston.

J. C. Shaw, hardware and coal merchant, Wallaceburg, accompanied by Mrs. Shaw, last week attended the Ontario Coal Dealers' convention in Buffalo, when the delegates were entertained by the American Coal Miners.

Harrow merchants favor a weekly half-holiday, nearly every store having fallen in line. Thursday afternoon is the day chosen.

H. M. Sweggles, the Comber tinsmith and hardwareman, was seriously injured recently by the falling of a scaffold, but is expected to recover.

Reissner Bros., steel range manufacturers, Leamington, report a good demand for their "Modern" range, having sold a large number, in addition to shipments to the West. Greenhill & Moffitt, hardwaremen, are looking after the Leamington sales.

Binder twine displays are the order of the day, with local hardwaremen. Pyramids are much in vogue, a strikingly "contrasty" effect being secured in Chas. R. Stevenson's display by placing red oil cans on the "steps" of the binder twine pyramid. Westman Bros. lend a realistic touch to a bindertwine, scythe and tool display by covering the bottom of the window with clean bright straw.

C. A Gore, till recently a member of the hardware staff of P. Cunningham & Co., has joined the staff of J. C. Wanless.

Evidently the 5-10-15 cent stores cut deeper in other directions than that of the small hardware trade. Formerly a number of Syrian peddlers infested this part of the country, handling cheap trinkets; but one of these stated the other day that there was no more making a living in Chatham, on account of the competition of these stores. Several of these peddlers are leaving for fresh fields, as a consequence.

J. C. Wanless reports a remarkably brisk demand this season for bee supplies, to which he gives special attention. Unlike the two past years, 1909 has been a good year for bees.

News from the Prairies and British Columbia

Need of a Dominion Retail Hardware Association—New Buildings at Saskatoon—Moose Jaw Hardwaremen Improving Their Stores—Store Changes Hands at Calgary—Vancouver May Get Big Industry—Lead Smelter at Trail to be Enlarged.

VANCOUVER.

June 26.—General business in hardware lines keeps good, in fact, there is little to complain about, according to the statement of those in the trade.

The anticipated big demand for lumber from the Northwest did not materialize, with the result that the industry is not very well off at present. Logs are low in price, with rough lumber selling on the cars at from $9 to $11, which, one mill man stated to Hardware and Metal, means a loss.

Another important building contract is to be let shortly. It will be for the addition of four storeys to the three-storey block, owned by Stephen Jones, of Victoria, and which is located at the corner of Hastings and Homer Streets. The improvements will cost between $40,000 and $50,000.

Mr. McIllerny, manager of the Crane Co., successors to Boyd, Burns & Co., appeared before the civic Water Committee on Wednesday afternoon and registered a protest against the recent award for water pipes. He claimed that his company's tender was the lowest, being $40.78 per 100 feet for two and a half miles of 6 in. No. 10 gauge steel, while the figures of Robertson, Godson & Co., the successful tenderers, were $43 for practically the same size and quality. He explained that the statement had been made that tapping saddles for his pipe would cost $4 each, but the cost would be only 60c. After consideration with the waterworks superintendent, the committee decided to adhere to the original award.

The engineering firm of McDougall, Jenkins, Ltd., has approached the city council of North Vancouver for concessions in the way of exemption from taxation and water rates for a period of ten years, in consideration of establishing a $75,000 machine, boiler and foundry plant. If terms were agreed upon, the company stated it would start with a pay roll of 70 men at $3.50 per day, and later on would double the force. The members of the council were in favor of granting the exemptions asked for, subject to the city solicitor's opinion, there being a point as to whether the city could give free water.

The only redeeming feature in connection with the market for lumber is the building that is going on in Vancouver and vicinity. This continues as brisk as ever. Last week the value of permits issued was $128,170, the largest being for a $20,000 dwelling for T. Godman. Work is proceeding rapidly on the Dominion Trust Company's steel and stone building, which is thirteen storeys in height, the statement being advanced that it is the highest in the British Empire, omitting, of course, steeples and towers.

CONDENSED OR "WANT" ADVERTISEMENTS.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

SECOND-HAND eight foot squaring shear, in first class condition. Wheeler and Bain, Toronto. (26)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

ARTICLES WANTED

WANTED—Horning press. Apply 530 Delaware Avenue, Toronto. (24)

AGENTS WANTED

PAINT manufacturer wants retail representatives in British Columbia cities. Widely advertised line sold extensively throughout America. Write for particulars. Box 853, HARDWARE AND METAL, Toronto. (27)

LONDON—Messrs. W. Cooper Penn, M.I. Mech. E., and Thorp, Consulting Engineers and Agents in Westminster, are desirous of acting as agents for the purpose of purchasing machinery and other plant for a leading Canadian firm. Address, 25 Victoria Street, Westminster, England. (27)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, stove, plumbing and tinsmithing business in one of the best towns in Ontario. Excellent opportunity to secure a well established business with good prospects. Apply Box 852, HARDWARE AND METAL, Toronto. (27)

GROWING, established business in stoves, gas goods, Martin-Senour paints, tinsmithing. Live Ontario city; excellent chance. Box 861, HARDWARE AND METAL, Toronto. (27)

BUSINESS CHANCES.

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

HARDWARE, stove and tinware business for sale in a good manufacturing town, good farming and dairy country, doing good daily business. Established 32 years; will sell all, or workshop separate; stock $8,000; good reasons for selling. Box 856, HARDWARE AND METAL, Toronto. (27)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

MISCELLANEOUS

CUT DOWN YOUR PRINTING BILLS one half, by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile typewritten letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a WRITERPRESS to run off circulars and letters, sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ontario.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The Light Touch MONARCH is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King St. West, Toronto, Ont.

POSITIONS WANTED

HARDWARE CLERK, reliable, good book-keeper and office-man wants position. Four years' experience: splendid references. Box 859, HARDWARE AND METAL, Toronto. (28)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Tinsmith, first class, to take charge of shop in good Manitoba town. Married man preferred; state salary expected. Apply Box 855, HARDWARE AND METAL, Toronto. (27)

WANTED—Tinsmith, first class man, to take charge of shop in good Manitoba town. Would give interest in shop to right party. Apply to The James Stewart Mfg. Co., Ltd., Woodstock, Ont. (27)

PRACTICAL TINSMITH, who understands furnace setting and general work, and who can demonstrate the selling points of McClary's Famous stoves, to go to Manitoba. Town 700 population, permanent position, wages $60 per month and a good house. Apply for particulars to The McClary Mfg. Co., London, Ont. (29)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

HARDWAREMAN, 14 years' experience, wants better position. Advertiser, HARDWARE AND METAL, Toronto. (28)

POSITION AS TRAVELER—Seven years experience in retail store. Best of references; twenty-three years of age; strictly sober. Box 864, HARDWARE AND METAL, Toronto. (28)

TINSMITH AND PLUMBER, with 2½ years experience, wants position as improver. Apply Box 863, HARDWARE AND METAL, Toronto. (26)

TECHNICAL BOOKS

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

ESTIMATING, by Edward Nichols, Architect.—140 pp. 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto,

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

THE ROOFING, CORNICE AND SKYLIGHT MANUAL.—Consists of 3 articles: Tin Roofing, including flat and standing seam roofing; Cornice Work, describing equipment for country shop and method of developing patterns; Skylight Construction, treating of a skylight without a ventilator and also with a ventilator in the top. 175 pages, 170 illustrations, 13 plates. Price $1.50. MacLean Publishing Co., Technical Book Dept., 10 Front Street East, Toronto, Canada.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

Notice of Sale

H. H. DRYDEN, LIMITED, IN LIQUIDATION

Sealed tenders addressed to the undersigned, Sussex, N.B. will be received up to twelve o'clock Saturday, the 17th day of July, 1909, for the Real Estate, Buildings, Plant, Machinery, Tools, Stock in Trade and Office Furniture of the above named Company. Tender may be either en bloc or for separate portions.

Full statement and description of the property to be sold can be seen at the office of the company, Sussex, N.B. or at the office of Messrs. Weldon & McLean, 42 Princess Street, St. John, N.B.

The highest or any tender not necessarily accepted.

H. B. CHADBURN,
D. GEORGE CLARK,
Liquidators

WINNIPEG.

June 28.—Although retailers have experienced a heavy trade in ready-mixed paints and varnishes, yet a large percentage of the paint contractors in the city have been doing business with eastern wholesale paint houses. The explanation is this: At the beginning of the season an effort was made by the wholesalers and retailers to restrict the contractors to uniform prices, and give the retailer the benefit of all sales. The eastern wholesalers heard of this and sent representatives to the field at once who booked many orders direct from contractors at prices in some instances below the prevailing quotations in this city. As a result local dealers have been the losers to a considerable extent. It is evident from this state of affairs that a Dominion Retail Hardware organization would be beneficial to the trade generally. The Winnipeg wholesalers and retailers did not organize any hold-up campaign, but simply outlined legitimate methods by means of which the goods should reach the contractors. The contractors here are not satisfied with the idea of doing business with easterners when local houses could accommodate them much more conveniently. Eastern shipments have not been arriving promptly, and when any dissatisfaction arises in matters of quality, quantity or prices, it is not convenient to arrive at agreements.

It would seem that the trade generally would be greatly improved if eastern manufacturers and wholesalers would adopt similar methods as those adhered to in this city, in refraining from selling to contractors, thus giving retailers the benefits which are due them.

W. J. Kane of the United Roofing and Manufacturing Co., Philadelphia, visited last week, their western agents, the Miller-Morse wholesale house of this city.

F. Newman and W. R. Faulkner, of the Guelph Stove Company, were in the city recently arranging for the agency and distribution of their goods in the west.

The Waldon Company recently organized as wholesale merchants and heating engineers, are this week issuing announcements of the opening of their display rooms and office 92 Princess Street, where a full line of hot water and steam heaters, ventilators, steel ranges and stoves are in stock. The company are exclusive western representatives of the International Heater Company, Utica; the American Heater Foundry Co., Detroit; the Spencer Heater Co., Scranton; the Garden City Fan Co., Chicago, and the Guelph Stove Company. The new company, which is under the management of C. D. Waldon, will maintain a heating and ventilating engineering department for the purpose of assisting the trade in securing the best possible systems. They will solicit business through the trade only, and they are making an effort to maintain the high standard of the heating and ventilating trade of Western Canada.

CALGARY.

June 28.—Great encouragement is felt all around by the crop conditions. Ranchers who have been in the country for years state that there has never been a more rapid growth than during the present month. Wheat and oats are from eight to ten inches high, and, contrary to general opinion, fall wheat is not a failure.

The J. H. Ashdown Co. have greatly improved their store by instaling a splendid plate glass front.

A. M. Marshall, one of the heads of the Marshall, Wells Hardware Co., was in the city last week. Mr. Marshall is on a round of trips to all the branches of the firm. He states that the country to the south shows no indications now of the late spring.

The commissioners are doing their utmost to have the street cars running by the opening of the great Provincial Fair on July 3. The tracks are laid along Second Street East, as far as the fair grounds, and the wiring is also completed along Main Street and Second Street East. They are now endeavoring to have a line ready for use from the western part of the city.

Turner & Co., who were opening up a new hardware store on Eighth Avenue East, have bought out the Millar Hardware Co., and will carry on the business in the store lately occupied by the latter firm.

A. R. A.

SASKATOON.

June 25.—Excavating has begun on the site of the new station, to be erected here by the C.N.R.

Another fine building to be erected this year, is the Baldwin block, on Second Avenue. The building will contain 24 suites of rooms and 18 sets of rooms, suitable for bachelor's quarters. The block has a frontage of 50 feet by 140 feet deep and three storeys. Brick is the material to be used. Each suite of rooms has bathroom and other conveniences in connection. The building throughout is to be equipped on up-to-date plans. The windows are of fire-proof construction. A wrought iron grill and lanterns adorn the main entrance. The basement contains sample rooms, with laundry and heating plant. The cost of the building is $40,000. The plans were prepared by W. W. La Chance.

The Hub Roofing and Cornice Works have been awarded the contract for the roofing and cornice work on the International Harvester Company's warehouse, now under erection. About 200 feet of cornice will be required. Fire proof doors have also to be supplied.

Encouraging crop reports continue to come in from the surrounding country.

The recent rains have given a plentiful supply of moisture to the growing grain. The growth during the last week or two has been very marked. There is a big increase in the acreage under crops this year in this district and farmers are looking forward to an early and bountiful harvest.

D.G.R

The Delegates Assembled at the Associated Board of Trade Convention, Saskatoon, Sask., on June 15th and 16th.

"V" CRIMP-ROOFING CORRUGATED IRON

METAL SHINGLES AND SIDING

PAINTED AND GALVANIZED

Made from Best Quality Steel Sheets

This is a profitable line for you to handle

WRITE FOR OUR PRICES

The Winnipeg Ceiling and Roofing Co.

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For anything in Builders' Glass, send in your specifications and let us figure on them. Quotations given either by wire or mail. Years of experience, the finest equipment and ability of the highest order enable us to ship same day as received.

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HOW TO ACCOMPLISH IT.
By J. Angus Macdonald.
Practical Work for Advertiser and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY." It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad. Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

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We have just issued under one cover new booklet containing

First
Illustrations.

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descriptive matter.

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list prices of our complete line of

Furnaces and Furnace Materials

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Boilers and Boiler Materials

Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us today.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

July 2.—Wholesalers claim that the market is becoming firmer on the general lines of hardware. The retail trade is very heavy and stocks of builders' hardware and summer goods are getting low on the dealers' shelves. There are no next year's goods being taken in at present, and the rush seems to be all for the immediate trade. In paints, particularly, nearly all retailers have been sold out, and a hand-to-mouth business is being done at present. Hammocks are the leading articles in demand this week in the sporting goods line. The department stores are doing a splendid trade in ice cream freezers, and it is to be regretted that many retailers do not handle this article. Turpentine and linseed oil show signs of a further advance. Wire is also very firm and heavy shipments are leaving the city continually for all parts of the West.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.80 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized. wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7. $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper: No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 per cent.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50: Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, Etc. — Pressed, retinned and plan, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE Sisal, 10¼; pure manila, 12¾; British manila, 11¼c; lath yarn, 9¼c.

BUILDING PAPER—Plain: Sunrise, 50c; Surprise, 45c; Anchor, 60c; Cyclone, 60c; Victoria, 70c; Triumph, 67½c; Buffalo, 67½c; Jubilee, 70c; Tarred: Anchor, Joliette and Buffalo, 62½c; Victoria and Jubilee, 86c; Triumph and Joliette, 84c; Cyclone, 78c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galzanized, $4.30; 26, $3.55 and $4.55.

BAR IRON—Bar iron, $2,35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.50; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE — Black pipe, ¼ in., $2.50; ⅜, $2.85; ⅛, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2. $14.50; 2½, $24.40; 3. $31.50; 3½, $39.50; 4 $45; 4½, $52; 5, $58; 6. $75. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20. $4.10; 24, $4.30; 26, $4.70,; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9; ½ box, $4.75; IX. full box, $9; ½ box, $5.75; IXX., full box, $13; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; Eldoral Castor, heavy, 27c; medium, 26c; Standard Gas engine oil, 36c; Supreme engine oil, 50c; Empire cylinder, 54c; Royal gas engine oil, 50c; Century castor, 28c.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case. $2.45; Family Safety, 24c; Search Light, 22c; Sterling Light, 24c; engine gasolene, 22½c; White Lily, 23c; Royal, 22½c.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.40; in kegs, $2.55; turpentine, bbl. lots, 67c per gal. linseed oil, raw, 69c; boiled oil, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM and "Bell," $5.00 base.

HORSE NAILS—MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.55 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under. 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—22c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

CANADA PLATES

Galvanized

Polished

Half Bright

STOCK AND IMPORT

A. C. LESLIE & CO., LIMITED

MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

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Some Specialties it Will Pay You to Handle

EVERY dealer should carry a stock of good paint specialties. There is good profit in specialties and they do not interfere with your regular trade in staple lines. Sherwin-Williams goods are easy to sell and have an established trade in every town and village throughout the Dominion. Here are a few particularly good S-W. Specialties:

S-W. ALUMINUM PAINT—This is a good all-the-year-round seller. It is a high-quality piece of goods and free from the objectionable banana-like odor found in many paints of this character.

S-W. WAGON AND IMPLEMENT PAINT—At this time of year farmers are getting out many implements and machines which should be overhauled and fixed up for use. Every dealer should have a stock of S-W. Wagon and Implement Paint for painting and refinishing farm machinery, wagons, implements, tools, etc. Made in the popular colors for this kind of work.

S-W. BUGGY PAINT—A varnish gloss paint of great durability, made to stand outside exposure. Especially adapted for painting and varnishing at one operation buggies, carriages, wagons, carts, farm implements, etc.

S-W. TAXITE—The most satisfactory paint and varnish remover on the market. Very simple to operate—by following the directions printed on each package the customer cannot fail to get the most satisfactory results. Every can of Taxite sold will sell some other specialty for refinishing as well.

You will want full particulars regarding these and other specialties made by The Sherwin-Williams Co., if you are not already handling them. Address:

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

CANADIAN HEADQUARTERS AND PLANT, 639 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C. 608

Do You Want Anything ?

Try a Condensed Ad in Hardware and Metal, it will get you what you want. Two cents a word first insertion, one cent a word each subsequent insertion.

The Western Stove Makers

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.

MALTHOID ROOFING

With the building season on prepare to meet the demand for a good roofing.

Malthoid Roofing is cheaper than shingles, easier to lay, needs less attention after it is laid.

There's a guarantee behind every roll of Malthoid Roofing—the best advertisement you can get.

WRITE FOR PRICES AND SAMPLES

WINNIPEG PAINT AND GLASS CO., Limited

Calgary Paint and Glass Co., Limited

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Gas Engine & Traction Co., will erect a large factory at Elmwood (Winnipeg).

The erection of a large spice mill and warehouse is planned by G. F. and J. Galt, at Winnipeg.

Sandwich, Ont., authorities say they the sure the U. S. Steel Trust will locate their Canadian plant there.

The Kinistino, Sask., Milling & Elevator Co. have secured a mill site and will at once start building operations.

The Williams, Greene & Rome Co., shirt manufacturers, Berlin, will probably build a $6,000 branch factory at Hanover.

A. E. Smith, Reading, Mich., is negotiating with the Winnipeg city council with a view to establishing a new tanning and manufacturing plant.

A new industry is now being promoted on the Miramichi, in New Brunswick, by James Feinbrook. This is a project for extracting turpentine, tar, wood alcohol and wood oils from the stumps of tree tops and lumber left by lumbermen. Mr. Feinbrook is planning the formation of a $1,000.000 company to carry on the project.

It is considered probable that in the near future Vancouver will be provided with a dry dock and machine shop to cost $1,250,000. The proposal is said to be taking definite form, as negotiations are in progress in Ottawa. The syndicate which is to undertake this work is headed by Nicol P. Thompson, of Vancouver, and the site which has been selected is the Ross and Howard Iron Works, on Burrard Inlet. It is thought that the dock will be large enough to accommodate the Empress liners.

Gray, Campbell, Ltd., is the name of a commercial institution in process of organization at Moose Jaw which is to have a capitalization of $500,000. One-third of this amount was subscribed by local business men, one-third by Manson, Campbell Co., Chatham; one-third by the Gray Carriage Co., Chatham. The company will handle the business of the two latter firms in the western provinces, buying outright the factory output required in the West. The headquarters and offices will be located at Moose Jaw, but a distributing warehouse will be located in the principal western centres. The product of the two factories will consist of fanning mills, weigh scales, kitchen cabinets, vacuum cleaners, carriages and sleighs.

Municipal Undertakings.

North Toronto Ratepayers will vote on July 17 on a by-law to raise $140,000 for the instalation of a seweage system.

The Burridge-Cooper Co., of Winnipeg, have been awarded the contract for the waterworks system at Estevan, Sask. Contract price, $50,000.

Work on the Carman, Man., waterworks system has begun. W. E. Porter, of Medicine Hat, has been engaged to work on and superintend the laying of the water mains.

City Engineer Benzie, of St. Catharines, estimates the cost of the proposed sewer on York Street at $7,200, and of that on Dacotah Street at $1,080. The recommendation in favor of this has been submitted to the council.

A considerable amount of sewer construction is to be undertaken this season at Victoria. The most extensive work is that on Queen's Avenue, and immediate neighborhood, which it is proposed to operate by a system of pumps. To instal this system will, it is estimated, cost $11,700.

Brant Bros, of Vancouver, who had the contract for building sewers at Prince Rupert, have thrown up their contract, and it is reported that the work will now be carried on jointly by the Provincial Government and the Grand Trunk Pacific.

The Peterboro water commissioners awarded the contract for building the dam to the Bishop Construction Co. of Montreal, and for the water wheels and pumps it was divided between the Wm. Hamilton Co. and the John Dougal Caledonian Iron Works, of Montreal. The total cost of the dam will be $120,000.

General Building Notes.

A. Griffiths will put up a modern business block at Welland.

A Bowerman will erect a large office and business block at Saskatoon.

Geo. Harris has the contract for erecting the Union Bank building at Virden, Man.

Peter McSweeney Co., Moncton, N.B., are preparing to build a large addition to their store.

Sydney, C.B., is enjoying a building boom. Forty new houses, worth $60,000, are being erected.

Permits for $25,675 worth of new buildings were issued at Guelph for the first three weeks of June.

A new guild hall will be erected by Holy Trinity church, Welland. Plans are being prepared by T. L. Nichols.

Finley & Spence, Montreal, have drawn plans for a $175,000 apartment house, to be erected at Westmount, this year.

Ex-Ald. J. Rogers will erect a ten-storey building at Vancouver. Construction will probably be commenced next spring.

The Canada Life Association is having plans prepared for a seven-storey fireproof office building to be erected at Vancouver.

The Vancouver, B.C., Y.W.C.A. have inaugurated a campaign to raise $35,000 for the building and equipment of a new wing

It is expected that tenders will shortly be called for the erection of the new Horse Show building, estimated to cost $8,500, at New Westminster.

The Winnipeg City Methodist Mission Board have obtained a permit for the erection of a two-storey brick kindergarten building. Estimated cost $11,000.

The following building permits were recently issued at Ottawa: Mrs. Isabella Lumsden, dwelling, $4,000; J. J. Fague, dwelling, $500; John Fixter, dwelling, $3,500; George Learoy, dwelling, $900; Oscar Beaudry, dwelling, $5,500; Chas. Farley, dwelling, $500; W. H. Craig, dwelling, $2,700; F. W. Lalonde, dwelling, $1,800, Omer C. Lyon, dwelling, $3,000; Frank Wilson, dwelling, $1,700; Napoleon Lafontaine, dwelling, $1,200.

Railway Development.

The Western Canada Ry., are building from Butte to Calgary.

The C.N.R. has decided to build twelve more miles of the extension into the St. Rose country, in Manitoba.

The C.N.R. line between Vegreville and Camrose is being built at the rate of three miles a day.

The Spokane Interngtional are extending their line into the Alberta and British Columbia coal fields.

A bylaw to provide $19,000 for double track work on the Berlin street railway will be voted on by the ratepayers on June 28.

Work on the new C.P.R. line from Thief River to Duluth will be rushed to completion. One hundred miles will be ready this year.

The Hudson Bay & Pacific Ry., have filed the routes of their proposed lines from Fort Churchill to Prince Albert and the Pacific Ocean.

Engineer Cole, of the T. & N.O. Railway, is preparing plans and estimates for the extension of the line to Elk Lake and Gow Ganda.

Within a couple of months fifteen thousand men will be at work on the National Transcontinental road on the lines east and west of Cochrane for 150 miles.

Tenders have already been received, for an eight-mile extension of the Manitoulin & North Shore Railway from the thirteen-mile line already operating from Sudbury.

A French syndicate, represented by Short, Cross & Biggar, Edmonton, has applied to that city for franchises for the construction of radial railway lines with a total mileage of 160. The franchises will, in all probability, be granted, the Council being strongly in favor of the proposition.

Wheaton Bros., of Folly, N.S., have been granted the contract for constructing the G.T.P. from the Drummond Iron mines in Gloucester Co., to the Town of Bathurst, where smelters and shipping facilities will be constructed. This road will be upwards of sixteen miles in length and a good sized crew are at work.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

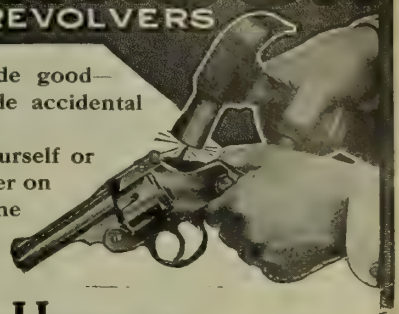
43 EXCHANGE PLACE

NEW YORK CITY

OVER A MILLION AND A HALF

IVER JOHNSON

SAFETY AUTOMATIC REVOLVERS



OUR CLAIM of *Absolute Safety* made good—we have never learned of a single accidental discharge.

This means that you can't harm yourself or others by striking an Iver Johnson hammer on the drawer of desk or bureau, catching the trigger on your pocket, accidentally dropping it or striking it. Prove it—

Hammer the Hammer

Make any test you please. There can be but one result. You will be convinced of its absolute safety. The revolver *can't* go off until you pull the trigger.

Makes Good on Claims and Makes Good Profits

The advertising of Iver Johnson Revolvers covers the whole field—big magazines and sporting publications. All inquiries are referred to the dealer—never handled by mail where the dealer will supply.

Iver Johnson Revolvers are not premium goods—never sold to "catalogue houses"—distributed through the trade only.

Send for Dealer's Catalogue and give your Jobber an Order.

TRADE MARK IVER JOHNSON

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Pacific Coast Branch; Phil B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles.

THE OPPORTUNE MOMENT

'If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

Rates 2c. per word for first inser'
1c. " " subsequent "
5c. additional each insertion for box number.

Iron is at the basis of all prosperity—either national or individual. Remember, as a Hardware Merchant you are judged by the class and quality of the iron you sell. Ours is uniform and flawless throughout.

Sell London Bolts and Bars

LONDON ROLLING MILL CO., LTD.

LONDON, CAN.

Persons addressing advertisers will kindly mention having seen the advertisement in this paper.

Improvements in Electrical and Lighting Goods

Metal Molding For Electrical Wiring Now Replacing Wood—Less Danger From Fire as a Result—Increased Efficiency Of Metallic Filament Lamps—New Petrolite Lamp—Improved Inverted Gas Burner.

There is no cessation in the efforts to eliminate dangerous methods in electrical construction generally, and one of the greatest improvements in this direction put on the market has been that of metal molding in the place of wood. As is generally known, wood molding is very unsatisfactory and dangerous. It offers great temptation to workmen to shirk their work, and it is hazardous, as fires, directly traceable to its use, are common. It is very difficult for an inspector to inspect a wood molding job for the reason that the capping is put on as soon as the wire is run, thus effectually concealing any faults that may exist. Workmen are well aware that the average inspector seldom removes the capping for inspection, and the result in many cases is the introduction of faults of a most dangerous character.

For example, in tearing out old equipments wired with wooden molding it is a common occurrence to find bare unsoldered joints. It is a crime to do such things, but how is it to be stopped? Again weather-proof wire is frequently found, and if the molding happens to be in a damp place, which occurs once in a while, the combination has immense possibilities for mischief. It is likewise not uncommon to find cord and annunciator wire substituted for the regulation rubber-covered wire. Driving nails into the molding beside the wire to hold it in place till the capping can be put on is still practiced to a large extent. The danger in this case is due to the liability of the nails being driven through the insulation and making contact with the wire, eventually resulting in a burn-out. This is especially apt to happen when the modling is run on a metal ceiling.

It must be conceded by everybody with construction experience that the opportunities for installing dangerous wiring in wood molding, with little fear of detection, are almost unlimited. The cheapness of wood molding and the ease with which it can be installed might at first thought be considered an advantage. In reality it is a drawback. Anyone, no matter how lacking in mechanical skill or how deficient in electrical knowledge, can install wood molding and make a fairly decent looking job. But how dangerous the whole thing is. If hardwaremen and contractors realize where their best interests lie, they will do their best to relegate wood molding to the rear. There is nothing more demoralizing to a business or trade than to have it on such a basis that inexperienced persons can tamper with it. When one sees an installation of metal molding for the first time and notices what a neat job it makes, how conspicuous as compared with any other method of exposed wiring, how harmonious in appearance and how workmanlike and safe, one wonders why it was not introduced years ago.

The National Metal Molding Co. have placed upon the market a molding that is "Sheradized." By this term is known that process of galvanizing (used exclusively by the Metal Molding Co.) in which powered zinc is forced into the pores of the metal while it is at a high temperature. The effect is to make the zinc an integral part of the surface—resulting in an absolutely rust proof surface and also one which allows the metal receiving a very high polish, resembling silver or nickel. The R E. T. Pringle Co., Montreal, represent the company and can supply all information.

The Metalic Filament Lamp.

The recent development of high efficiency electric incandescent lamps on a large scale has had an important bearing on electric lighting and on illumination problems generally for the simple reason that these new lamps enable three times as much light to be obtained with the same amount of current. The practical result is that they seem restined to supersede both the open and the inclosed arc for interior lighting as well as for certain forms of street lighting, while the quality of the light, on account of its close resemblance to daylight, makes these lamps most useful and valuable where color considerations are important as in matching shades. So much in successful illumination depends upon the proper placing as well as selection of the lamps in accordance with the principles of the modern science of illuminating engineering that in planning new installations of these high efficiency lamps particular attention is being paid to their proper arrangement and the use of suitable shades and reflectors. The results already achieved seem to indicate that substantial progress has been made in raising the standard of illumination. In all illumination the lamps must always be kept out of the line of direct vision, as not only is the glare unpleasant but the observer's attention is directed to the lamps themselves, and this while always unpleasant is a fatal defect in show window illumination, where the object is to concentrate the attention of a future purchaser on the goods exhibited, and show them as effectively as possible.

The most satisfactory arrangement of lights for almost any size of room is to group them symmetrically at or near the ceiling, and by knowing the foot-candles per square foot of area a given lamp will give, select and so place the units that the distribution will be uniform. Reflection from wall and ceiling also plays its part in illumination considerations, but this differs greatly with their color and material, so that the general effect is to increase the available light in the lower part of the room and more evenly to diffuse it.

A Petrolite Lamp.

A new petrolite lamp has been put upon the market. It consists of four parts—the lamp body or outer receptacle the container or bowl, the burner tube, and the burner itself, any chimney being added to complete the outfit. The most noteworthy of these four parts is the the container which consists of a highly absorbent and incombustible stone. So high and rapid is the absorbing power of this stone that there is no free liquid in the lamp. Combined with the construction of the other parts this it is claimed makes an explosion an impossibility. The stone does not deteriorate or break, and can be recharged for years. If overturned the lamp goes out. There is no wick, no smoke, no smell, and no need of cleaning. Although a petrolite mantle is obtainable, any mantle can be used with the lamp.

The Inverted Gas Burner.

The great success of the inverted gas burner, undoubted though it be, does not lead one to believe that all further improvements will be merely trivial, and the number of new patents continually applied for in this branch of industry demonstrate clearly the attempts that are being made to reach perfection. One undoubted drawback in present arrangements is the almost unavoidable overheating of the Bunsen burner, which frequently ends in the striking back of the flame; and many attempts have been made to overcome this difficulty by constructing the mixing tube of some badly conducting material. In some cases the lower portion of the tube has been made of glass, in others the whole of the mixing tube has consisted of porcelain, but nearly all such tubes have been difficult to manufacture. To overcome this objection a German firm have patented the use of metallic tubes, a badly conducting alloy such as argentan, nickeline, constantan, or manganine being employed. A few pecularities in the construction may be noted, the chief one being the surrounding of this badly conducting mixing tube by an outer tube, with the object of having a thickness of air round the inner one, and so preventing the heating of the latter by radiation from the escaping gases. Further, the chimney is carried up to some height and then bent outwards so as to protect the air inlets to the mixing tube.

Mercury Vapor Lamps.

In order to increase the efficiency of mercury vapor lamps, quartz tubes are used in place of glass tubes. A very interesting method of making these tubes has just been patented. A carbon mold is imbedded in granulated quartz and then heated by passing a current therethrough until the quartz is fused about it. The tube is now cooled, and by means of an electric arc the carbon is burned off, leaving a quartz shell. At each end of the shell potassium is combined with the quartz to form gas, into which platinum terminal wires may be sealed.

The Retail Paint Trade

THE ADVANTAGE OF AN AGENCY.

In considering the advantage attached to the selling of paint, hardwaremen must not overlook the great point that most manufacturers confine their agencies to one particular store. Of course, if the selling field is a very large one, it may be split up into two or three, as the case may be, but sufficient care is taken that each dealer holds a monopoly in his proper district. This is where the selling of paint has an advantage of the ordinary lines of hardware, or over white lead, turpentine, linseed oil, etc. In the latter lines no matter how hard the dealer may work to push the goods, he knows that his competitors are likewise selling them, and that they are just as likely to get the benefit of any special advertising campaign as he is.

But in prepared paints the case is different. The dealer holds the brands. His selling efforts must produce good results for himself alone, while all powerful influence of his manufacturer is wielded in his behalf. The dealer's name is printed on the advertising matter sent out by the manufacturer, and nothing is left undone to keep the store in front of the consuming public. Thus the dealer knows that all his efforts to increase the sale of so-and-so's paints must bring grist to his mill alone. He and no other man can reap the benefit.

Again, too, the question of price-cutting is eliminated by the agency plan. Unless hardwaremen live in happy harmony together there always is the danger of cutting when every store carries the same lines, and unless the dealer is strong-minded enough to stand out for his price he may find his profits a diminishing quantity as time goes on. But holding a paint agency the case is different. He can maintain his price easily. He has no fear of another man cutting in, and so long as he can get his lines in front of the people and inspire their confidence, so long will he reap the benefit of his efforts.

Of course, in carrying an agency, the dealer must be certain that he has a reputable line. He must be certain that the goods are all right, and that the price is fair, for these are the points which can alone carry him through. As other men cannot reap any of the advantages of his advertising and selling campaign, so he cannot reap any advantage from theirs, and, therefore, he must rely solely upon the quality and price of his goods. If people once take an objection to his brands, then his case is a hard one.

Therefore, the hardwareman in taking an agency, should be fully assured as to the quality of the paints, and he can then face his customers with confidence, and an assurance. There is nothing like the pulling power of quality.

Don't Get "Notions" About

Floorglaze

Please don't get the notion that FLOORGLAZE is good only for floors. FLOORGLAZE is a solid-color floor-enamel with all the elasticity of good paint, and more; and that has a dozen uses about the house, indoors and out. It's so advertised for you that it can't help selling once; and its own quality sells it again to the same people—and their neighbors. FLOORGLAZE is the kind of goods that strike you as about right for your store.

Send for a Sample Can and Color Card now.

Imperial Varnish & Color Co., Limited
TORONTO

Ready stocks of all our staple leaders (do you know them all? You should), at Vancouver, 542 Beatty Street, and Winnipeg, 108 Princess Street.

TRADE M.R.M. CO. MARK

HORSE SHOES

The above trade mark which is stamped on the toe of every Shoe we turn out is a guarantee to the Farrier of superior quality and workmanship.

Material that is the best for the purpose, latest approved patterns, care taken in making, and thorough inspection before shipment, are the features that have placed the "M.R.M." Shoe in the high position which it now occupies in the estimation of the leading Farriers of the Country.

THE MONTREAL ROLLING MILLS CO.

Paint and Oil Markets

TORONTO.

July 2.—The holiday season is on, and now that the spring rush is over jobbers and manufacturers are able to keep pace with orders. The trade is active with repeat orders, but a few of the paint men are already away enjoying rest from the cares of business. Prices on the whole are firm, though with the exception of turpentine and putty no advances have taken place or are expected. "Turps" have made another advance of 2 cents, a total of 7 cents in three weeks; and putty has gone up 10 cents.

TURPENTINE.—The market quotation is now 64 cents for single barrels; 63 cents for 2 to 4 barrels; and 69 cents for 5-gallon lots. All houses, however, are not asking these prices. One house quotes 60 cents and another 59 cents for single barrels. Demand locally is quiet. The South reports the coming to light of pretty large quantities of "turps" that were under cover, and this had the effect of staying the advance. Visible stocks are hardly so large as they were a year ago, and Europe has been buying U.S. turpentine, which accounts for the rise so far.

In considering the probable course of the spirits turpentine market in 1909, it is necessary to take into the account the supply of Russian, French and Spanish turpentine that is likely to be thrown onto the European markets. It is said that heavy stocks of turpentine are held in France, but are held at prices higher than that of American spirits in London. It is also observed that in 1908 Spanish turpentine made a successful appearance on the English market, about 2,300 barrels having been imported. Greece, Algiers and Mexico are also producing turpentine and resin, but their exports to Great Britain are small. Statistics show that the United States still holds its own as the chief source of supply of turpentine for Great Britain, and the same may be said as to some Continental ports. Taken altogether, it appears that the European demand for spirits turpentine is not likely to be diminished in 1909, but that if production is held down higher prices than last year will rule the market.

LINSEED OIL.—Fair demand exists for oil. Prices are unchanged from last week, 63c and 66c being the prices asked for raw and boiled respectively in single barrels. Five-barrel lots are 62c and 10-barrel lots 61c.

WHITE LEAD.—Beyond a sounder tone to the market the lead situation is unchanged. Sales are spasmodic, though worth while. Prices are the same as last week: No. 1 is $5.50 to $5.75; pure white runs from $5.90 to $6.10 with a superior grade at $6.35. Red lead is unchanged in price, $4.50 for casks and $4.75 to $4.80 for hundred pound lots.

GLASS AND PUTTY.—Demand for putty has eased up a little, but there are indications of good future business. An advance of 10 cents on all grades is noted. Bulk in casks is now $1.75; 100-lb. drums are $2.00; bladders in barrels, $2.15; in cases, $2.25; 25-lb. drums (loose), $2.10; 25-lb. tins (foreign), in cases, $2.15; 12½-lb. tins, $2.35. The recent bright prospects for the early opening of the glass season are not yet realized. Both lines are steady.

STAINS AND VARNISHES.—Sales are now of a jerky order. Ready mixed paints has decreased in orders quite noticeably and floor varnishes are but good. Prices hold firm, however, in all lines.

PETROLEUM.—The easier price tendency in gasoline reported last week has come about. It shows a decline of ½ cent. This is not much but it means something when a quantity is bought. The other lines remained unchanged.

MONTREAL.

July 2.—A stimulation is noted in varnishes and colors, more especially in what is termed household utilities, and good business is being done. On the whole, however, although trade is very active, signs of flagging is apparent as compared with a few weeks ago. This is only to be expected. The markets are firm generally, and no change is announced with the exception of putty which is advanced 10c and upwards on various sizes. Ready mixed paints continue to move well, and stocks in dealers' hands are in better shape than they were, although ordering is still of the hand-to-mouth description.

TURPENTINE. — Movements at the shipping points have been somewhat erratic both as regards dispatch and prices, but with ample stocks locally these conditions in the south have been disregarded, and quotations remain steady at 57c for single barrels, net 3 days.

LINSEED OIL.—Extremely satisfactory business is noted for linseed oil. Crushers report that the orders are not only healthy, but the booking for autumn delivery is exceedingly encouraging. Not much change is looked for in quotations. We quote: Raw, 1 to 4 barrels, 63c; 5 to 9 barrels, 62c; boiled, 1 to 4 barrels, 66c; less than barrels 5c per gallon added, package extra; strictly net 30 days.

GROUND WHITE LEAD.—There has been a lull in shipments which is usually the case at this time but grinders are optimistic, and believe that later on it will be hard to keep up with the demand. We quote. Strictly pure, $5.60 to $6.10, according to brand, and No. 1, $5.10 to $5.60, f.o.b., Montreal.

RED LEAD.—There is a better call for red lead, slightly stimulated by many of the holders having reduced figures, but for ordinary lots we report as follows: Genuine red lead in casks, $4.50; in 100-lb. kegs $5; less quantities at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

WHITE ZINC.—During the week a

The Painter Knows

That's Why He Asks For

"ENGLISH"

LIQUID PAINT

He knows that the shades are clean, clear and perfect.

He knows that the guarantee formula appears on the can.

He knows that the white base is

70% Pure White Lead
30% Pure White Zinc

thinned with pure linseed oil, turpentine and dryer.

It suits him. This is only one of the reasons why progressive dealers are taking up the agency.

Just send us a postal card for prices and selling plans

BRANDRAM-HENDERSON LIMITED

Montreal **Halifax**
St. John **Winnipeg**

Hammer Home The Fact

That is what we have been doing for weeks and weeks with respect to the merits of

MURESCO

The Best Wall Finish

It is the greatest sale builder of anything you ever handled, Mr. Hardwareman. We have many unsolicited letters from sellers and buyers. They all tell the same satisfied story of Muresco.

It is clean, artistic, sanitary, durable and economical and will take thirty per cent. more water than any other preparation. One coat of this superior water-color wall finish is in most cases sufficient.

GET OUR COLOR CARD AND PRICES

BENJAMIN MOORE & COMPANY, Limited

TORONTO NEW YORK CHICAGO CLEVELAND

AGENCIES

A. M. Bell & Co., Halifax, N.S.
Emerson & Fisher, St. John, N.B.
Hanbury Hardware Co., Brandon, Man.
Enterprise Hardware Co., Saskatoon, Sask.

Women are the chief buyers of

LACQUERET

You know what it means to get the good-will of women!

Just think of the money they spend for the household!

By selling them an article so satisfactory as Lacqueret you help convince them that you are the hardwareman.

Lacqueret is really the finest thing imaginable for giving new life and renewed good looks to old, worn woodwork.
Try it yourself—you'll be convinced And we will help you to draw the women into your store by letting you in on our unique, dealer-helping selling plan.

Write us to-day for the full particulars

INTERNATIONAL VARNISH COMPANY, Limited

TORONTO

MAKERS OF FINE VARNISHES

Branch of the **STANDARD** VARNISH WORKS New York, Chicago, London, Berlin, Brussels.

strong inquiry has existed for high grade dry white zinc, explained by the fact that white enamels and white liquid paints are forming a large share of the bulk of the ready mixed paint shipment. There are no changes in quotations, and we repeat: Dry V. M. Red Seal, 7½; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1 7c; No. 2. 5¾c.

PUTTY.—Putty, like some of the other lines, is beginning to feel the approach of midsummer. Despite this, however, prices have been advanced 10c and upwards as follows:—Standard putty, 800 lbs., in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs., in barrels, $2.15; in 100-lb. cases, $2.25 in 25-lb. drums, $2.10; 25-lb. tins, $2.15; 12½-lb. tins., $2.35, f.o.b., Montreal.

OLD-TIME VARNISH.

Varnish was formerly considered a very simple compound, a mixture mainly of gum and one or two liquids Years ago the user made his own varnish. Given a suitable boiler, a few pounds of gum or rosin, sundry gallons of linseed oil and turpentine, and a quantity of drying material, manganese or what not, and fire, of course, and there you are.

A cheap varnish for furniture could be made from this formula: Take five pounds of pulverized rosin and pour over it a gallon of turpentine spirits, all in a suitable pot, place the pot on the stove and boil until the rosin has entirely dissolved. Then, when cool, it is ready for use. It would be about like our present rosin oil, only the latter is made with benzine instead of the costlier spirits. A better grade is made by boiling linseed oil for an hour, and to a gallon of oil was added two pounds of clear rosin, finely crushed. The mass is stirred until the rosin is dissolved; then, after taking from the fire, to each gallon of varnish is added one-half pound of turpentine, equaling about one-half pint. The spirits are stirred in well, after which set aside to cool, and strain off into cans for use.

The old-time painter boiled his own oil, and it was the real thing; it would scorch a feather, by which token he knew it was done and ready to be taken from the fire. It is no longer done that way, but varnish can be had of every desired quality, and at prices ranging from a few cents per gallon up to several dollars per gallon. Varnish-making is to-day an exact science, and trade secrets are held as ever with zealous care.

A TURPENTINE STILL.

A typical turpentine still is located near Columbia, S.C., The process of distillation as practised there is described as follows:

The big cooking kettle with a capacity of 1,000 gallons is filled to near the top with the raw turps just as it comes from the pine trees in the forest. It is a thick, viscid, sticky material. The conical top is then placed over the opening in the kettle, and the arm of this top, making a retort, is connected with an immense worm, immediately adjoining, that runs through a big tank of cold water fed by a spring some distance away. The water is conveyed to the tank by a trough. The end of the worm is about three inches in diameter and empties into a large barrel partly sunken in the ground.

After the conical top is placed it is sealed to the opening in the kettle with clay mud, and distillation is ready to begin. A fire is built in the furnace surrounding the evaporating kettle, and within thirty minutes there begins to appear at the end of the condensing worm a stream green in color. This is composed of a mixture of spirits of turpentine and water. The water immediately sinks and the spirit is dipped out with a big can and put in barrels.

After distillation proceeds for a while, to prevent burning, a small stream of water is turned into the kettle, so that the stream remains in about the same proportion of spirits and water. In the course of an hour or two, after the evaporation of the spirits is finished, the residue is taken out and carefully strained through cotton and this produces the rosin. It requires only two persons to operate the still.

RED LEAD.

Red lead, which is widely used in paint as well as by the varnish makers, the glass trade and by rubber vulcanizers, is made from litharge. The latter is first made from the pig lead by a calcining process, and is reduced to the final product by another application of heat of many hours' duration, during which the mass has to be constantly worked over by a hoe-like tool called a rabble, in order that a constanly increasing area of surface shall be operated upon.

Red lead was formerly sold only in dry state, for when mixed with linseed oil it quickly hardens and becomes unfit for use. Enormous quantities of it were formerly used for the first protective coating for structural steel and it is still so used, but substitutes are now disputing its position and are said to possess equal qualities and are more easily applied. The ingenuity of the ready-mixed paint maker has overcome the difficulty presented by red lead's refractoriness, and by the introduction of certain inert pigments and of other drying oils than linseed grades of liquid red leal have been made that answer every requirement.

PAINT NOTE.

Shafer & Gillespie, Elora, Ont., have the contract for painting and glazing the new Carnegie Library there.

THE CANADA PAINT COMPANY'S

HARD DRYING
DURABLE
HOUSE PAINTS

"I USE ONLY THE C. P. Co's"
FOR SALE BY
THE BEST STORES

THE CANADA PAINT COMPANY, LIMITED
MAKERS OF
Specialties for Floor Finishing
Crack and Seam Filler
FLOOR WAX
Hard Drying Floor Paints,
Amberite Floor Enamels,
Floor Finish,
Floor Varnish,
Varnish Floor Stains,
Pure Orange Shellac.
THE C. P. Co.

Ramsay's Varnishes

One of the greatest lines for profit in the business is the Varnish Line.

Study this line carefully. You ought to have the profit.

Varnishes in tin provide the best profit, because it is quick and no waste.

The Ramsay lines of Varnishes are leading everywhere, because they have the greatest value for the smallest price. They are favorites.

Here is one of them.

Ramsay's Universal Varnish is the big leader to-day. It has been out, tried and proved for years.

It is in general use for Counters, Doors, Carriages, Sleighs, Floors, Desks, Boats, Wainscots, Oilcloths, Etc.

Have Ramsay's Universal and you have a varnish for all.

Drop us a card and we will tell you more about it.

A. RAMSAY & SON CO.

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A SATISFACTORY PAINT
— IS —
NEW ERA

Have you ever stopped, Mr. Hardware Man, to consider what that means? It implies lustre, durability, finish and uniformity—a paint that is pure, easy to apply and has a covering capacity just a little ahead of others. A good paint is the best medium for a dealer to secure and strengthen a large share of his trade and keep a patronage that is worth cultivating. ***New Era*** Paint is that kind. Do you carry a stock?

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Windsor, Ontario

THE DOUGALL VARNISH CO., LTD.

Successors to

McCASKILL, DOUGALL & CO.

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RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

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GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

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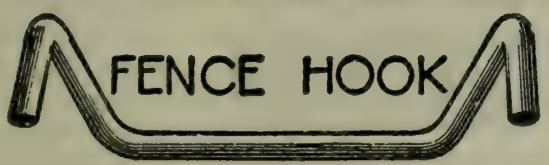
For Fastening Wooden Picket or Wire Fences



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The Western Wire and Nail Co., Limited, - London, Ont.

"OUR SEASONABLE LINES ARE PROFITABLE"

Get our Prices on
SAND SCREENING,
GRAVEL SCREENS,
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lined with fly cloth,
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Trellises for Climbing Vines and Garden Bordering

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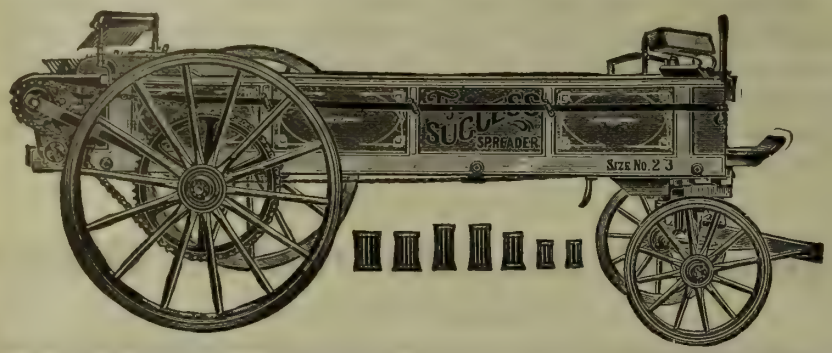
We make Jail Cells and Gratings of every description.

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



We supply the following goods

Success Manure Spreaders
Walking Plows of every description
Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. "Leader" Scufflers. Pulpers, Agricultural Wheelbarrows. Also the famous Thom's Blower, Ensilage Cutters.

These goods can be and are being profitably handled by many of the leading hardware men.

We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*

MARTIN-SENOUR

PAINT 100% PURE

MARTIN'S WHITE ENAMEL

FLOOR PAINT

STOCK UP NOW

THE LITTLE signs to the left indicate 3 of our most prolific sellers. They give good satisfaction and good profit. Each is a big puller—a great leader. We both guarantee and recommend adding these 3 to your stock. Get in a good supply for the Spring trade. **Now** is the time to push out for paint sales. Get the big 3 in your window. They are all of the very highest grade and never failed to please the most exacting customers. We built them up just for that class of trade. Every one has proved popular with the painter and profitable to the trade.

Our advertising and special helps to dealers will assist you in increasing your paint business. Write for our plans and terms.

Montreal **MARTIN - SENOUR CO., Ltd.,** *Chicago*

Pioneers Pure Paints

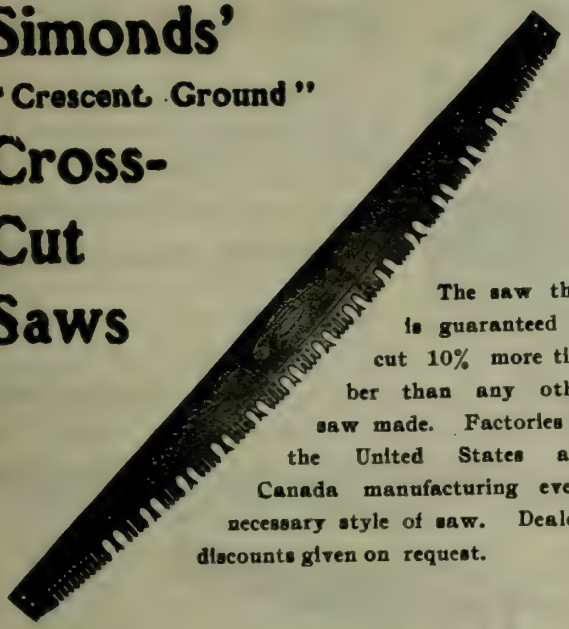
The Winnipeg Paint & Glass Co., Ltd. Winnipeg

The Maritime Paint & Varnish Co., Ltd. Halifax, N. S.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Vancouver, B.C. St. John, N.B.

There Could Be No Greater Tribute

to the quality of the Bear Lamp Blacks than that paid annually by the largest Paint Grinders in the Country by placing their contracts with us.

Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

For sale by jobbers in paints.

E. FIELDING, AGENT FOR ONTARIO

Wholesale quantities only.

No Work at All to Hang Out the Clothes

WITH THE

"Rollston Easy" Pulley

Any child can operate it and it cannot get out of order. Its special features are adjustable guards, steel yoke and large wheel. It pleases the women.

Get our Prices on this Household Necessity

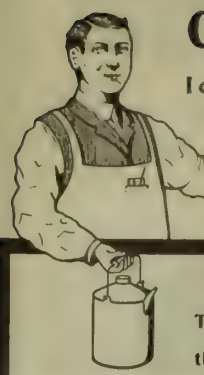
THE C. S. ROLLSTON HARDWARE SPECIALTY CO, VANCOUVER, B.C.

Stop the Leaks

The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal



CLEAN HANDS

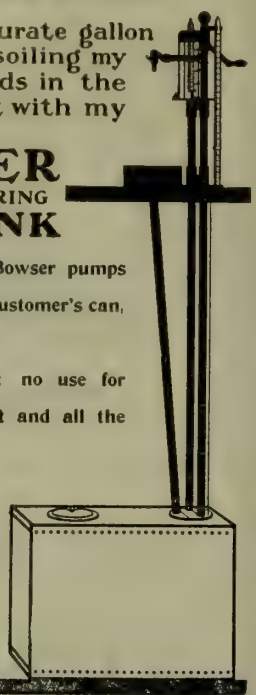
I can draw an accurate gallon of oil without soiling my hands in the least with my

BOWSER
SELF MEASURING
OIL TANK

That's because the Bowser pumps the oil right into the customer's can, and measures it, all in one operation.

There is no need of funnels; no use for measures. It's all done in an instant and all the oil goes on the inside of the can.

Send for our latest Bulletin No. 5457. There is something in it for you.



S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

Royal Metal Polishes

would not sell in such quantity as they do unless they filled every requirement of the housewife. Unsurpassed for all kinds of cleaning. Reasonable price; yields you large profits.

Get a supply if you have none.

ROYAL POLISHES COMPANY
MONTREAL

AGENTS: Ottawa—General Supply Co. of Canada, Ltd. Winnipeg—H. W. Glassco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.

The "BUCO" Garden Cultivator

Patented ***HANDLE 4½ FT. LONG***

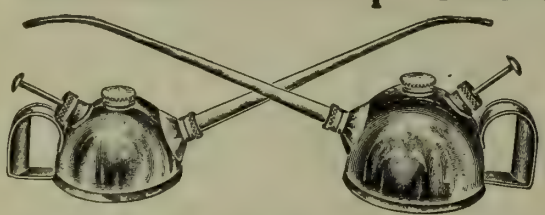
We claim a person can do more weed killing and cultivating—the two essentials in growing things—with a "Buco" than with any other hand tool made, and do it easily. Our claim is backed by a guarantee that every one tried will prove it, or we will take it back and refund price.

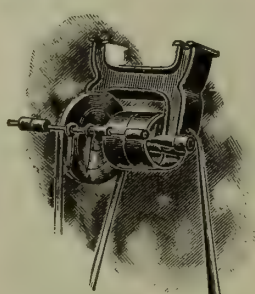
Sold by Hardware Jobbers.

Manufactured only by

BAILEY-UNDERWOOD CO., LTD.
NEW GLASGOW, N.S.

Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

"Always Reliable"

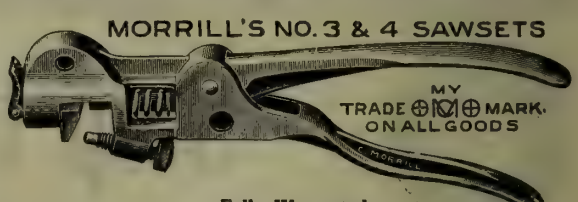
Gasoline Combination Blow Torches

(Patent Appl ed for.)

furnished with our adjustable soldering iron holder, which can easily be removed when not required, and has an advantage over old style stationary kind which are often in the way. Also has our "never leak" pump, plunger of which screws down. Made in two sizes, pints and quarts, with or without the soldering iron holder either round or flat shaped tanks. Packed, one each in a wooden box, properly labeled. Write for our catalog No. 10, on Furnaces and Torches, also catalog No. 5 on full line Plumber's Tools, etc. Can be obtained from any Jobbing house in Canada.

OTTO BERNZ
13th St., Newark. N. J.

MORRILL'S NO. 3 & 4 SAWSETS



Fully Warranted

No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5— " Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

WHAT ? IS THE
Empire Light ?

IT is a system by which ordinary Coal Oil is vaporized and burned in a mantle, the light being enormously increased and the consumption of Oil greatly reduced.

IT is the World's Cheapest Artificial Illuminant, costing but 2½c. per hour for 1000 Candle-power (actual), including Mantles or about ⅓ the cost of Electric Arc Lights, and about 1/16 the cost of Incandescent Electric.

"The Empire Light"
Received the Grand Diploma of Honour—The Highest Award—At the Recent Franco-British Exposition.

WRITE FOR OUR ATTRACTIVE
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16 Victoria Square MONTREAL
(New Address)

Axoline Axoline Axoline

WONDERFUL! WONDERFUL! WONDERFUL!

AXOLINE is the most wonderful Metal Cleaner in the world.

It is easy to say that

LET US PROVE IT.

IT IS 75 PER CENT. CHEAPER than any other METAL Cleaner and yet it will make MONEY for you.

IT EXCELS FOR BRASS. It sells readily to the big buildings such as Banks, Public Institutions, Railways, etc. ***In Brass alone it would prove a seller.***

But it cleans COPPER, NICKEL, PEWTER, TINPLATE and other METAL WARES.

It costs little and you can sell it on sight.

WRITE TO-DAY FOR THE AGENCY

Send ten cents for generous sample and mention this ad.

THE
ANGLO-FRENCH IMPORTING
Company Limited
232 LEMOINE ST., MONTREAL

BIG PROFITS TO THE DEALER

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CUSTOMERS THOROUGHLY SATISFIED

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Island City Shingle Stains

Look Well and Wear Well

WRITE FOR SAMPLE PACKS AND PRICES

P. D. DODS & CO.
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AGENCIES

J. H. Morin & Co. - - Toronto, Ont.
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HEAD OFFICES AND WORKS
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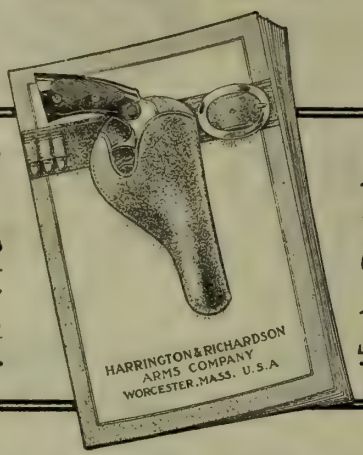
REVOLVERS **H & R** SINGLE GUNS

TRADE MARK

TRADE MARK



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A BEAUTIFUL 40 PAGE BOOK OF FIREARMS INFORMATION SEND FOR IT NOW.

HARRINGTON & RICHARDSON ARMS COMPANY
615 Park Ave., Worcester, Mass.

has been the means of distributing thousands of our beautifully illustrated catalogs throughout the country.

Think what this means to every dealer who handles Harrington & Richardson guns and revolvers—to have the complete line together with valuable fire arms information, placed before the public—your customers in their own homes.

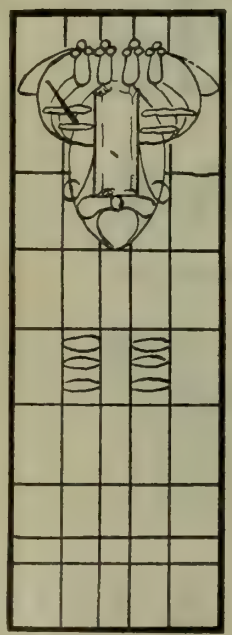
Your Store

is the place we want to guide those interested. Keep your line complete.

If you have not already received a copy of our new catalog, send for one to-day. Please remember also that we will send you prepaid a sufficient number to distribute to your own customers if you desire.

WRITE US TO-DAY

Harrington & Richardson Arms Co.
615 Park Ave., Worcester, Mass.



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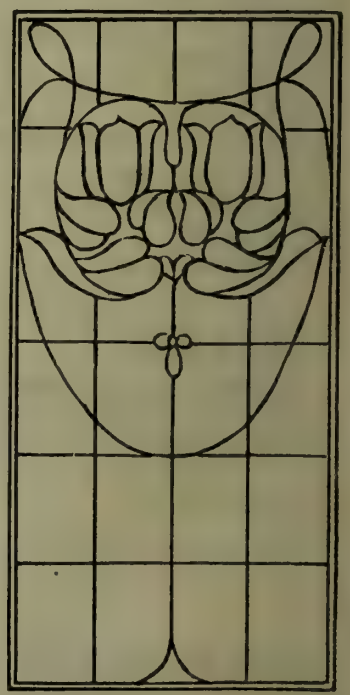
LEADED ART GLASS

Send us your next order for Leaded Art Glass, that you may be convinced that we are abreast of the times in quality of workmanship and designs.

Orders for glass, other than manufactured, can be shipped same day as received.

Our large stocks of SHEET WINDOW GLASS are second to none in quality and Quantity.

Send us a Trial Order



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The Hobbs Manufacturing Co. Limited

Factories and Warehouses

TORONTO LONDON WINNIPEG

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
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When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to you, too.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

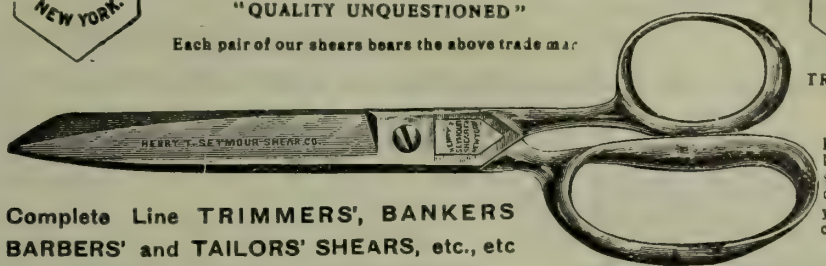
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



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Complete Line TRIMMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLONS LTD., 455 St. Paul Street
MONTREAL

The Roofing House of Canada

Leading Lines of Reliable Goods

BLACK DIAMOND TARRED FELT

JOLIETTE and CYCLONE SHEATHING

"GENASCO" READY ROOFING

Get our prices in good time for Spring Trade.

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ....per lb.......	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.........	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal Extra, 21c. per lb.; No. 1, 10c.; 2, 8c.; 3 7c; Langwell's anti-friction metal (special), 15c.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ⅓ to 1 inch, round	0 22
Tubing, seamless base, per lb......	0 22
Tubing, iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot..........	14 25	14 25
Cut lengths, round, bars, ½ to 2 in...		21 00
Plain sheets, 14 oz..................		21 00
Plain, 16 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base................		26 00
Braziers' (in sheets). 4x8 base		20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60

Galvanized—	Dom.Crown.	Ordinary
18x24x52	4 45	4 25
60..................	4 70	4 40
20x28x80	8 90	8 70
.....	9 40	9 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20....	3 70	3 50	3 65	....
22-24....	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28......	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. .... " 28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		19 25
Middlesboro, No. 3 pig iron..	16 75	19 50
Summerlee, No. 2 " ..	18 75	20 00
Carron No. 1	20 50	....
Carron, special......	19 50	....
Carron, soft	19 00	....
Cleveland, No. 1	17 50	20 50
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron........	32 00	32 50
Ferro Nickel pig iron (Soo)....	....	25 00
Angles............ .....base	2 60	2 60
Common bar, per 100 lb......	1 85	1 95
Forged iron	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel............	1 85	2 05
Sleigh shoe steel............	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel..............	0 15	0 15
Toe calk steel...............	2 35	2 50
Mining cast steel....	0 07½	0 08
High speed	0 60	0 60
Capital tool steel............	0 50	....
Cammell Laird		0 16
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $33 00 32 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14x20 "	6 50
IXX, 14x20 base	7 50

Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base..........	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 6 75
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "		8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 60	3 65
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, 1c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks....................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass....	0 10	0 09¾
" yellow brass	0 08	0 08½
Light brass...............	0 06½	0 06¾
Tea lead........	0 02½	0 02½
Heavy lead...............	0 02¾	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 50	14 00
Stove plate...............	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers....	0 07½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c; Jenkin disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N. P. Union elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " " ...... "	1 65
No 7 Fuller " " .... "	2 00
No. 4½, " .... "	2 00
Patent Compression Cushion, basin cock, hot and cold, each...........	$1.25
Patent Compression Cushion, bath cock, No. 2208, each................	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC

Bathtubs, 5 feet. 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30 $7 85
Flat rim sinks, 16 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.
Low down closet combinations, $14.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Size	Galvanized
[illegible] inch........	2 03	[illegible] inch........	2 86
[illegible] "	2 25	[illegible] "	3 08
[illegible] "	2 63	[illegible] "	3 48
[illegible] "	3 16	[illegible] "	4 31
1 "	4 54	1 "	6 19
1¼ "	6 19	1¼ "	8 44
1½ "	7 43	1½ "	10 13
2 "	9 90	2 "	13 50
2½ "	15 81	2½ "	21 56
3 "	20 76	3 "	28 31
3½ "	26 13	3½ "	35 63
4 "	29 70	4 "	40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 70 standard bushings, 70; headers, 70; flanged unions, 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb......	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping.......................	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked....................	0 05½
Green copperas (green vitrol).........	0 01
Sugar of lead........................	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons..........	0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums.........	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs........	0 09

Our Knives Are "Made to Cut" --- SPLENDID QUALITY

There is a good profit for hardwaremen in handling

"PYRAMID" Cutlery

Made of the very finest celebrated Sheffield steel, nicely finished and attractive appearing—a strong, steady, satisfactory seller.

Sold by all leading Canadian Jobbers

MANUFACTURED BY **Nixon & Winterbottom, Limited,** at Sheffield, England

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins..	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 16½
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 57 0 60
Linseed Oil, " raw	0 63 0 63
" " boiled	0 66 0 66

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 35
Decorators' Pure	5 85	6 10
No. 1 Canadian	5 50	5 75
Munro's Select Flake White	6 10	6 35
Elephant Genuine	6 10	6 35
Tiger Pure	5 75	5 85
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 75	7 00
" Anchor," pure	5 65	5 90
Ramsay's Pure Lead	5 65	6 00
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		6 00
Robertson's C.P., lead	5 60	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs. "	5 00	5 00
No. 1, casks, per 100 lbs	4 00	4 00
No. 1, kegs, per 100 lbs	4 50	4 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
No. 1	0 90
Union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 85
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	1 50
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, bris., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 70	1 75
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
Iron Clad" paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in per 100 lb.	4 25
over 12 in "	3 25
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets. No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192. $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—	
¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes and hooks, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 50 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

RASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 20
Solid, 3 to 2 lbs	0 95

RASH CORD.

No 2, per lb	0 27

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs, No. 14	6 75
Blind, per lb	0 12

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	12 00	13 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit, "	9 00	11 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 0	6 00
Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	4 50	6 85

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 70
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters', 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 53

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, 7 oz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 2

MALLETS.

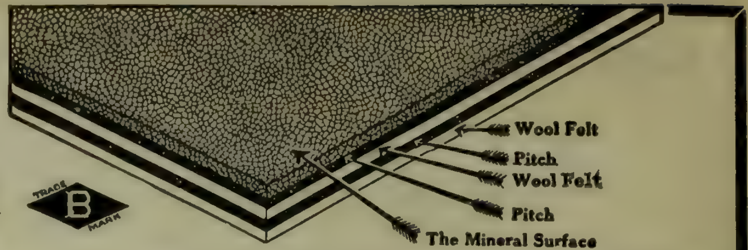
Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round 5 inch. per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $3 dozen
Picks, 17 cents per lb.
Pick handles, $1.85 dozen.
Prospectors' hammers, 20 cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

Amatite

ROOFING



Most roofings are made of only *one layer*, but Amatite is made in *five layers*. The bottom layer is wool felt, the next is real Coal Tar Pitch, the third is wool felt, the fourth is pitch again, into which is embedded the fifth layer, namely, the *mineral surface*. If the weather should, in the course of years, wear away the mineral surface and dispose of the layer of Pitch (which is the most waterproof substance on earth), it would still have to penetrate a layer of felt *and* another layer of composition *and* another of felt before the roof would leak. It is easy to see why Amatite lasts so long when you realize how it is made. That mineral surface *requires no painting* or coating whatever, and will take the brunt of the weather without renewal or attention or care. Send for a sample of Amatite. It's free.

THE PATERSON MANUFACTURING CO., LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER ST JOHN, N.B. HALIFAX, N.S.

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood. No. 68, 2 foot, doz...... ...	1 15
Ivory, No. 1282, 2 foot, each..........	3 50

SAWS.

Atkins, hand and crosscut. 25 per cent.
Disston's Hand, discount 15 per cent

Spear & Jackson's saws—Hand or rip 26 in., $12.75; 28 in., $14.25; panel, 18 in., $3.25; 20 in, $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

adian discount, 4) p.c.

SCREW DRIVERS.

Sargent's ....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian No. 1 and 2 g ade, 50 p.c; No. 3 and 4 grade, 45 p.c.

SQUARES.

Disston's 60 and 10 p c.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft, each....	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1810, 50 feet	4 2)

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith....................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	. ..	50
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail..............	....	4 25
Crown	......	4 85
Crescent........	....	6 50
vereign................	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen......	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross	....	9 00
" " ½ " .... "	....	10 00
" " ⅝ " .... "	....	12 00
Leather, 1-inch ......per doz.	....	4 00
Leather, 1¼ " ...... "	....	5 20
Web.................. "	....	2 45

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31
Niagara Spray Nozzles, doz	8 30

Less 5 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 7)
" " neckyokes, 36 in......	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in ..	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..............	0 10¼
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's....................		0 13½
Berg's, per lb.......		0 12½
Brook's...................		0 12½
Pipe Vise, Hinge, No. 1......		3 50
" " " No. 2......		5 50
Saw Vise....................	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts....................	60
Bolt Ends......................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4¼c. per lb. off
Nuts, hexagon, all sizes, 4¾c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
C ewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller. $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunk steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6 00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4¼c. per lb.

NAILS.	Cut	Wire.
2d..........................	3 80	3 25
3d..........................	2 85	2 95
4 and 5d.........	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d..................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $2 85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.

Bench, wood ....per doz.	5 00
" iron .... "	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ¼c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c,

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring, 40c.
Empire hockey sticks. $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's..............	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

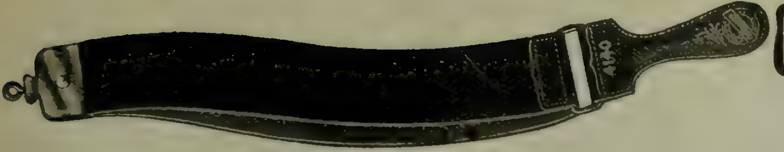
Clauss, 50 and 25 per cent.

PLATED GOODS

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and
Hutton's "Cross Arrow" flatware, 42½ "Singalese" and "Alaska" Nevada ver flatware, 42 p c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40 pruning, 70.
Seymour's, 50 and 10 per cent.



CLAUSS RAZOR STROPS

A good strop is as essential as a good razor. Combine the two and you have perfect satisfaction; separate them and you have trouble.

Clauss Strops are Guaranteed to give Perfect Satisfaction

MERCHANTS, WRITE FOR CATALOGUE AND DISCOUNTS

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : . : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, holl.w ware, 45 p.c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 and 5 p.c.

Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c

LAMP WICKS.

Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste 6 00

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE

Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent,
Galvanized washtubs, 40 per cent.
Galvanized buckets, 50 per cent.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks - 8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS

Lithographed, 60 and 10

OIL STOVES AND OVENS

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch " " 7 50
Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz. 1 32
7-inch " 1 47
Polished, 15c per dozen extra.
Thimbles, 70 p c.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 pe cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No 11, $3.9 ; No. 12 and 13, $4; No. 13½ $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.

Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.

$2.25 base f.o.b., Montreal.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lb., Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2 25; 10, $2.75; 11, $2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized 2 75
Plain 2 50
Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz. 7 80
Common doors, 2 or 3 panel, grained only, 4-in., style............per doz. 8 10

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square " "	77 5
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	[illegible]
Stephenson	74 00
Puritan Motor	156 00
Connor, improved	39 00
Ottawa	42 00
Connor Ball Bearing	87 00
Conner Gearless Motor Washer	144 00

WRINGERS.

Royal Canadian, 11 in.. doz	42 25
Improved Royal Canadian, 11 in	44 75
Eze. 10 in.. per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge 3 year, 11 in	36 50
Ottawa, 3 year, 11 in	41 50
Favorite, 5 year, 1 in	42 50

MISCELLANEOUS

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 09
Pure Manilla		0 11
"British" Manilla		0 09½
Cotton, 3-16 inch and larger	0 21	0 22
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 08½
" double		0 09
Sisal bed cord, 48 feet........per doz.		0 65
" " 60 feet........ "		0 80
" " 72 feet........ "		0 95

Twine.

Bag, Russian twine, per lb.		27
Wrapping, cotton, 3-ply		0 25
" " 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08¼
500 " standard	0 08¼
550 " " manilla	0 09¾
600 " " "	0 11¼
650 " " "	0 13

Car lots, ¼c. less; 5-ton lots, ⅛c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales. 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "		....	24 00
200 lb. and over		....	20 00

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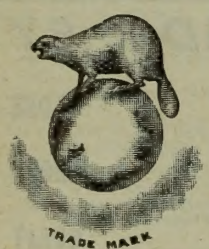

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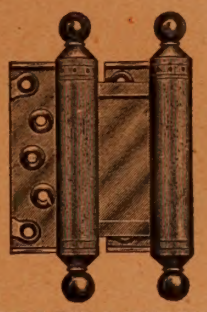

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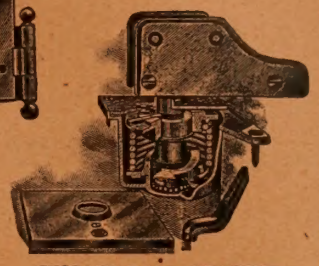

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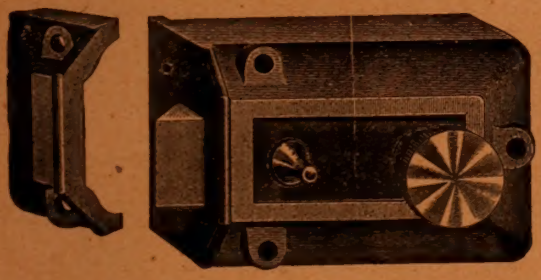

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